



**A MARKET CONDITIONS AND PROJECT  
EVALUATION SUMMARY OF  
THE RESIDENCES AT WEST HAVEN**

**2760 E B HAMILTON DRIVE  
TIFTON, TIFT COUNTY, GEORGIA 31793**

**Effective Date: April 29, 2015  
Report Date: June 4, 2015**

*Prepared For*

**Wallace Davis  
Volunteers of America Southeast  
600 Azalea Road  
Mobile, Alabama 36609**

*Prepared By*

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June 4, 2015

Mr. Wallace Davis  
Volunteers of America Southeast  
600 Azalea Road  
Mobile, AL 36609

Re: Market Study for a LIHTC Development in Tifton, Tift County, Georgia 31793

Dear Mr. Davis:

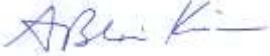
At your request, Novogradac & Company LLP performed a market study of the rental market in the Tifton, Tift County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project, the (Subject). The purpose of this market study is to assess the viability of the new construction of a proposed 48-unit multifamily LIHTC development with units restricted to households earning 50 and 60 percent of the AMI, or less. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions. The scope of this report meets the requirements of the Georgia Department of Community Affairs (DCA), including the following:

- Inspecting the site of the proposed Subject and the general location.
- Analyzing appropriateness of the proposed unit mix, rent levels, available amenities and site.
- Estimating market rent, absorption and stabilized occupancy level for the market area.
- Investigating the health and conditions of the multifamily market.
- Calculating income bands, given the proposed Subject rents.
- Estimating the number of income eligible households.
- Reviewing relevant public records and contacting appropriate public agencies.
- Analyzing the economic and social conditions in the market area in relation to the proposed project.
- Establishing the Subject Primary and Secondary Market Area(s) if applicable.
- Surveying competing projects, both Low-Income Housing Tax Credit (LIHTC) and market rate.

This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The report also includes a thorough analysis of the scope of the study, regional and local demographic and economic studies, and market analyses including conclusions. The depth of discussion contained in the report is specific to the needs of the client. Information included in this report is accurate and the report can be relied upon by DCA as a true assessment of the low-income housing rental market.

This report was completed in accordance with DCA market study guidelines. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report. Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac & Company, LLP can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully submitted,



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## **ASSUMPTIONS AND LIMITING CONDITIONS**

1. In the event that the client provided a legal description, building plans, title policy and/or survey, etc., the consultant has relied extensively upon such data in the formulation of all analyses.
2. The legal description as supplied by the client is assumed to be correct and the consultant assumes no responsibility for legal matters, and renders no opinion of property title, which is assumed to be good and merchantable.
3. All information contained in the report, which others furnished, was assumed to be true, correct, and reliable. A reasonable effort was made to verify such information, but the author assumes no responsibility for its accuracy.
4. The report was made assuming responsible ownership and capable management of the property. The analyses and projections are based on the basic assumption that the apartment complex will be managed and staffed by competent personnel and that the property will be professionally advertised and aggressively promoted
5. The sketches, photographs, and other exhibits in this report are solely for the purpose of assisting the reader in visualizing the property. The author made no property survey, and assumes no liability in connection with such matters. It was also assumed there is no property encroachment or trespass unless noted in the report.
6. The author of this report assumes no responsibility for hidden or unapparent conditions of the property, subsoil or structures, or the correction of any defects now existing or that may develop in the future. Equipment components were assumed in good working condition unless otherwise stated in this report.
7. It is assumed that there are no hidden or unapparent conditions for the property, subsoil, or structures, which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering, which may be required to discover such factors. The investigation made it reasonable to assume, for report purposes, that no insulation or other product banned by the Consumer Product Safety Commission has been introduced into the Subject premises. Visual inspection by the consultant did not indicate the presence of any hazardous waste. It is suggested the client obtain a professional environmental hazard survey to further define the condition of the Subject soil if they deem necessary.
8. A consulting analysis market study for a property is made as of a certain day. Due to the principles of change and anticipation the value estimate is only valid as of the date of valuation. The real estate market is non-static and change and market anticipation is analyzed as of a specific date in time and is only valid as of the specified date.
9. Possession of the report, or a copy thereof, does not carry with it the right of publication, nor may it be reproduced in whole or in part, in any manner, by any person, without the prior written consent of the author particularly as to value conclusions, the identity of the

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10. Disclosure of the contents of this report is governed by the Bylaws and Regulations of the professional appraisal organization with which the appraiser is affiliated: specifically, the Appraisal Institute.
11. The author of this report is not required to give testimony or attendance in legal or other proceedings relative to this report or to the Subject property unless satisfactory additional arrangements are made prior to the need for such services.
12. The opinions contained in this report are those of the author and no responsibility is accepted by the author for the results of actions taken by others based on information contained herein.
13. All applicable zoning and use regulations and restrictions are assumed to have been complied with, unless nonconformity has been stated, defined, and considered in the appraisal report.
14. It is assumed that all required licenses, permits, covenants or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which conclusions contained in this report is based.
15. On all proposed developments, Subject to satisfactory completion, repairs, or alterations, the consulting report is contingent upon completion of the improvements in a workmanlike manner and in a reasonable period of time with good quality materials.
16. All general codes, ordinances, regulations or statutes affecting the property have been and will be enforced and the property is not Subject to flood plain or utility restrictions or moratoriums except as reported to the consultant and contained in this report.
17. The party for whom this report is prepared has reported to the consultant there are no original existing condition or development plans that would Subject this property to the regulations of the Securities and Exchange Commission or similar agencies on the state or local level.
18. Unless stated otherwise, no percolation tests have been performed on this property. In making the appraisal, it has been assumed the property is capable of passing such tests so as to be developable to its highest and best use, as detailed in this report.

19. No in-depth inspection was made of existing plumbing (including well and septic), electrical, or heating systems. The consultant does not warrant the condition or adequacy of such systems.
20. No in-depth inspection of existing insulation was made. It is specifically assumed no Urea Formaldehyde Foam Insulation (UFFI), or any other product banned or discouraged by the Consumer Product Safety Commission has been introduced into the appraised property. The appraiser reserves the right to review and/or modify this appraisal if said insulation exists on the Subject property.
21. Acceptance of and/or use of this report constitute acceptance of all assumptions and the above conditions. Estimates presented in this report are not valid for syndication purposes.

TABLE OF CONTENTS

A. EXECUTIVE SUMMARY AND CONCLUSION .....	1
B. PROJECT DESCRIPTION .....	9
C. SITE EVALUATION .....	12
D. MARKET AREA.....	23
Primary Market Area .....	24
E. COMMUNITY DEMOGRAPHIC DATA .....	28
F. EMPLOYMENT TRENDS.....	34
G. PROJECT-SPECIFIC DEMAND ANALYSIS.....	42
H. COMPETITIVE RENTAL ANALYSIS .....	59
I. ABSORPTION AND STABILIZATION RATES .....	85
J. INTERVIEWS.....	86
K. CONCLUSIONS AND RECOMMENDATIONS .....	105
L. SIGNED STATEMENT REQUIREMENTS.....	108

## **A. EXECUTIVE SUMMARY AND CONCLUSION**



**EXECUTIVE SUMMARY AND CONCLUSIONS**

**1. Project Description:**

The Subject is a proposed 48-unit LIHTC development targeting families located approximately 0.2 miles south of E B Hamilton Drive in Tifton, Tift County, Georgia 31793. The Subject will consist of six two-story, walk-up residential buildings with garden-style units and one, one-story community building with leasing office. The design will feature wood frame construction with brick and fiber cement siding. The following table illustrates the proposed unit mix including bedrooms/bathrooms, square footage, income targeting, rents, and utility allowance. As illustrated, the proposed LIHTC rents are set below the 2014 maximum allowable levels for all units and set asides.

<b>PROPOSED RENTS</b>						
<b>Unit Type</b>	<b>Number of Units</b>	<b>Unit Size (SF)</b>	<b>Asking LIHTC Rent</b>	<b>Utility Allowance (1)</b>	<b>Gross LIHTC Rent</b>	<b>2014 LIHTC Maximum Allowable Gross Rent</b>
<i>50% AMI</i>						
1BR/1BA	1	811	\$317	\$141	\$458	\$458
2BR/2BA	5	1,051	\$330	\$180	\$510	\$550
3BR/2BA	4	1,261	\$416	\$219	\$635	\$635
<i>60% AMI</i>						
1BR/1BA	3	811	\$400	\$141	\$541	\$549
2BR/2BA	19	1,051	\$445	\$180	\$625	\$660
3BR/2BA	16	1,261	\$525	\$219	\$744	\$762
<b>Total</b>	<b>48</b>					

Notes (1) Source of Utility Allowance provided by the Georgia DCA (Southern Region), effective 7/1/2014

The Subject will offer the following unit amenities: range/oven, refrigerator, dishwasher, garbage disposal, microwave oven, carpet and vinyl flooring, central air conditioning, window blinds, washer/dryer hookups, ceiling fans, and a patio or balcony. Property amenities will include: on-site management, a more than 1,800 square foot clubhouse with community room, fitness center, computer center, a central laundry facility, a picnic area and a playground. There will be 96 surface lot parking spaces at the Subject. Overall, the Subject’s amenities will be competitive with those at the comparable properties. Tenants will be responsible for all utilities except trash removal. The cooking, water heating, and heat will be electric.

**2. Site Description/Evaluation:**

The Subject will be located at 2760 E B Hamilton Drive in the western portion of Tifton, Tift County, Georgia. The Subject will be located immediately south of West Haven Senior Village, which is in excellent condition. To the north of this community is vacant land. The Subject's neighborhood is predominantly undeveloped and agricultural in nature. Vacant or agricultural land borders the Subject site to the south, east, and west. Farther south of the Subject are single-family homes in fair to average condition. There are commercial uses located north and east of the Subject site. Residential and commercial uses in the immediate neighborhood appeared to be well occupied.

The Subject site is located in a rural neighborhood within 2.0 miles of a variety of retail and commercial uses. There is one negative characteristic of the site. A small power substation is located approximately 0.2 miles east of the Subject site. While the power substation will be visible from the Subject site, there are single-family homes as well as businesses in the neighborhood located in closer proximity to the power transfer station, which suggests it is not considered a significant nuisance. All of these uses appear to be occupied. Additionally, West Haven Senior Village is also near this substation and is fully occupied with a waiting list. Therefore, the presence of the power substation does not appear to have a detrimental influence on the rentals in the neighborhood.

The Subject site is located within less than 3.0 miles of most locational amenities. There are several commercial uses east of the intersection of E B Hamilton Road and Carpenter Road. These uses include, but are not limited to, an insurance company, a bank, and other commercial buildings. The Friendly City Park and Optimist Park Soccer Complex are located approximately 0.6 miles west of the Subject site at the intersection of Hamilton Road and Rutland Road. The closest retail is located approximately 1.2 miles south of the Subject site at the intersection of Carpenter Road and US Highway 82. Retail uses along this corridor include a Walmart Supercenter, Lowe's, restaurants, and hair and nail salons, among other uses. The retail uses in this area appeared to be well occupied. There are also retail uses located approximately 1.4 miles east of the Subject site at the intersection of Interstate 75 and 2nd Avenue. Retail in the area includes restaurants, a Belk department store, a cinema, J.C. Penney, and Goody's.

### **3. Market Area Definition:**

The Primary Market Area (PMA) generally includes all of Tift County. The PMA is generally within a 15 to 20-minute drive time of the Subject, which will offer one of the highest quality and most modern apartment options in the county. According to managers and owners of area rental properties, for new apartments at affordable rents, there will be mobility among renters seeking high quality housing in one of the most developed communities in the PMA. As the county seat and center for commerce in Tift County, the Subject is expected to receive support from throughout the county. Given the drive time distances from the Subject and the fact that Tifton is the economic center for the county, the PMA includes Tift County. The northern boundary of Tift County is between 8 and 9 miles from the Subject site, the eastern boundary is 12 miles from the site, the southern boundary is approximately 9 miles from the site, and the western boundary is approximately 7 miles from the site.

### **4. Community Demographic Data:**

The Subject is located in Tifton in Tift County, Georgia. The total population in the PMA and MSA increased annually by 0.2 percent from 2010 to 2015, at a rate below the 0.4 percent annual growth rate over the previous decade. The total population in the PMA is projected to remain relatively unchanged over the next few years. The projected national population is expected to grow at rate of 0.7 percent per year over the same time period.

More than 68 percent of the households in the PMA make less than \$40,000 per year, and 56.5 percent make less than \$30,000 per year. This data bodes well for affordable housing in the Subject's area.

According to RealtyTrac, one in every 1,970 housing units in Tift County had received foreclosure filings in March 2015. This compares to one in every 1,085 housing units in the state of Georgia, and one in every 1,082 housing units in the nation at the same time. It appears that the mortgage and foreclosure crisis has affected Tift County, although its foreclosure rate is lower than the state, and nation. During our site inspection, there did not appear to be any vacant or abandoned homes in the Subject's neighborhood.

**5. Economic Data:**

The largest industries in the PMA are health care/social assistance, retail trade, educational services, and manufacturing. Together, these four industries comprise half of the employment in the PMA. The MSA experienced a significant decrease in total employment between 2006 and 2011, when unemployment increased to more than 12 percent over this period. The recent decreases in 2013 and 2014 in employment suggests that the local economy has been slow to recover from the national recession. Total employment in the MSA remains well below pre-recession levels. The unemployment rate in the MSA has remained above the nation since 2005. As of December 2014, the unemployment rate in the MSA was two percentage points above that of the nation. However, the MSA experienced a moderate decrease in unemployment of 1.1 percentage points between March 2014 and March 2015, indicating slight improvement in economic conditions.

**6. Project-Specific Affordability And Demand Analysis:**

Our demand analysis indicates that overall, there are approximately 434 units of net demand in the PMA for the units proposed at the Subject. The following table illustrates capture rates for the Subject’s units.

CAPTURE RATE ANALYSIS CHART

Unit Size	Income Limits	Units Proposed	Total Demand*	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Min-Max	Proposed Rents
1BR @ 50% AMI	\$15,703-\$21,000	1	65	0	65	1.5%	One Month	\$472	\$259-\$725	\$317
1BR @ 60% AMI	\$18,549-\$25,200	3	68	0	68	4.4%	Two Months	\$472	\$259-\$725	\$400
2BR @ 50% AMI	\$17,489-\$23,650	5	160	0	160	3.1%	Two Months	\$569	\$299-\$875	\$330
2BR @ 60% AMI	\$21,429-\$28,380	19	169	0	169	11.2%	Five Months	\$569	\$299-\$875	\$445
3BR @ 50% AMI	\$21,771-\$28,350	4	94	0	94	4.3%	Two Months	\$682	\$351-\$925	\$416
3BR @ 60% AMI	\$25,509-\$34,020	16	100	0	100	16.0%	Five Months	\$682	\$351-\$925	\$525
50% AMI LIHTC	\$15,703-\$28,350	10	319	0	319	3.1%	Two Months	\$472-\$682	\$259-\$925	\$317-\$416
60% AMI LIHTC	\$18,549-\$34,020	38	337	0	337	11.3%	Five Months	\$472-\$682	\$259-\$925	\$400-\$525
Overall LIHTC	\$15,703-\$34,020	48	434	0	434	11.1%	Five Months	\$472-\$682	\$259-\$925	\$317-\$525

\*Note that demand for four-bedroom units is excluded from total demand numbers.

The overall capture rate is 11.1 percent. We believe that the capture rates are good to moderate for the Subject based on its target population, and there is adequate demand based on our conclusions.

**7. Competitive Rental Analysis:**

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property. Our competitive survey includes nine “true” comparable properties containing 441 units. The availability of LIHTC is considered average. We have included four LIHTC properties and five market rate properties, all of which are located within the PMA.

Vacancy rates in the market range from zero to 5.6 percent, averaging 1.4 percent. The LIHTC comparable properties have no vacancies. The market rate comparables we surveyed have vacancy rates ranging from zero percent to 5.6 percent. The average market rate vacancy rate is 2.4 percent, indicating a stable market for market rate units. Further, all of the LIHTC comparables maintain waiting lists. The Subject will be similar to superior to the market rate and LIHTC properties in terms of age and condition. Thus, we believe that the Subject will have a stabilized vacancy rate of five percent or less as a restricted property.

When comparing the Subject's rents to the average market rent, we have not included rents at lower AMI levels given that this artificially lowers the average market rent as those rents are constricted. Including rents at lower AMI levels does not reflect an accurate average rent for rents at higher income levels. For example, if the Subject offers 50 and 60 percent AMI rents and there is a distinct difference at comparable properties between rents at the two AMI levels, we have not included the 50 percent AMI rents in the average market rent for the 60 percent AMI comparison.

**SUBJECT COMPARISON TO "MARKET RENTS"**

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1 BR @ 50% AMI	\$317	\$259	\$725	\$472	33%
2 BR @ 50% AMI	\$330	\$299	\$875	\$569	42%
3 BR @ 50% AMI	\$416	\$351	\$925	\$682	39%
1 BR @ 60% AMI	\$400	\$259	\$725	\$472	15%
2 BR @ 60% AMI	\$445	\$299	\$875	\$569	22%
3 BR @ 60% AMI	\$525	\$351	\$925	\$682	23%

As illustrated in the previous table, the Subject's proposed 50 and 60 percent rents are well below the surveyed average rents when evaluated against the LIHTC and market rate comparables. The Oaks at Carpenter is the most similar market rate property in terms of location and it also shares a similar condition as the Subject, and this property reported rents generally at the upper end of the range. The Subject's unit amenities are similar to those at The Oaks at Carpenter, and the project amenities at the Subject are superior. The average vacancy rate among market rate units is low, and the Subject's proposed LIHTC rents are well below the rents reported by the comparables that are of similar or slightly inferior condition.

Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer a substantial market rent advantage.

**8. Absorption/Stabilization Estimate:**

Only one of the comparables utilized in this report was able to provide absorption information. Creekside Villas, which opened 32 market rate units in April 2014 that are priced well above the proposed LIHTC rents, did not provide lease-up details, but this property likely leased-up quickly as a second quarter 2014 survey of Tifton indicated the property was fully-occupied. The following table details absorption information for one market rate property we surveyed.

**ABSORPTION**

Property Name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Cypress Suites	Market	Family	2008	40	7

As illustrated, the absorption rate for the market rate units at Cypress Suites was seven units per month when the property opened in 2008, during the national recession. This equates to an absorption period of five to six months to achieve stabilized occupancy.

Note that a property not used in this report due to its age-restricted nature is West Haven Senior Village, which is north of the Subject site. This 40-unit senior LIHTC community opened in June 2011 and was fully occupied by the end of October 2011. This five month leasing period equates to an average absorption rate of eight units per months for this property.

Overall, we anticipate that the Subject will absorb approximately nine to 10 units per month, for an absorption period of approximately five months. It should be noted that per DCA guidelines, absorption has been calculated to 93 percent occupancy.

**9. Overall Conclusion:**

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the proposed Subject. The Subject will be superior in terms of condition to the majority of the comparables and will in most cases have superior project amenities. The Subject's proposed 50 and 60 percent AMI rents represent good to excellent values and are achievable when compared to LIHTC and market rents. All of the LIHTC properties reported no vacancies, indicating high demand for affordable family housing. Overall, we believe there is demand for the Subject given its anticipated excellent condition, low to moderate capture rates, and generally competitive amenities and unit sizes.

### Summary Table:

(must be completed by the analyst and included in the executive summary)

Development Name:	<b>The Residences at West Haven</b>	Total # Units: <b>48</b>
Location:	2760 E B Hamilton Drive	# LIHTC Units: <b>48</b>
	Tifton, Tift County, GA 31793	
PMA Boundary:	North: Tift County line; East: Tift County line; South: Tift County line; West: Tift County line	
	Farthest Boundary Distance to Subject:	<u>12 miles</u>

#### Rental Housing Stock (found on pages 59 & 96)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	24	1,197	11*	99.0%*
Market-Rate Housing	11	517	9*	98.0%*
<i>Assisted/Subsidized Housing not to include LIHTC</i>	7	386	2*	99.4%*
<b>LIHTC</b>	6	294	0*	100.0%*
Stabilized Comps	9	441	6	98.6%
Properties in Construction & Lease Up	0	0	0	N/Ap

\*Totals exclude units at Westbury Place and Meadow Crossing, which could not be contacted for occupancy details.

Subject Development					Average Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
1	1BR at 50% AMI	1	811	\$317	\$472	\$0.58	33%	\$725	\$0.89
5	2BR at 50% AMI	2	1,051	\$330	\$569	\$0.54	42%	\$875	\$0.83
4	3BR at 50% AMI	2	1,261	\$416	\$682	\$0.54	39%	\$925	\$0.73
3	1BR at 60% AMI	1	811	\$400	\$472	\$0.58	15%	\$725	\$0.89
19	2BR at 60% AMI	2	1,051	\$445	\$569	\$0.54	22%	\$875	\$0.83
16	3BR at 60% AMI	2	1,261	\$525	\$682	\$0.54	23%	\$925	\$0.73

#### Demographic Data (found on page 30)

	2010		2015		2017	
Renter Households	5,753	38.80%	6,282	41.50%	6,297	41.60%
Income-Qualified Renter HHs (LIHTC)	1,484	25.80%	1,625	25.80%	1,629	25.90%

#### Targeted Income-Qualified Renter Household Demand (found on page 56)

Type of Demand	30%	50%	60%	Market-rate	Other: __	Overall*
Renter Household Growth	N/Ap	3	3	N/Ap	N/Ap	4
Existing Households (Overburdened + Substandard)	N/Ap	328	346	N/Ap	N/Ap	444
Homeowner conversion (Seniors)	N/Ap	0	0	N/Ap	N/Ap	0
<b>Total Primary Market Demand</b>	N/Ap	331	349	N/Ap	N/Ap	448
Less Comparable/Competitive Supply	N/Ap	0	0	N/Ap	N/Ap	0
<b>Adjusted Income-qualified Renter HHs</b>	N/Ap	331	349	N/Ap	N/Ap	<b>448</b>

#### Capture Rates (found on page 56)

Targeted Population	30%	50%	60%	Market-rate	Other: __	Overall
Capture Rate:	N/Ap	3.10%	11.30%	N/Ap	N/Ap	11.10%



## **B. PROJECT DESCRIPTION**

**PROJECT DESCRIPTION**

**Project Address and Development Location:**

The Subject site is located approximately 0.2 miles south of E B Hamilton Drive in Tifton, west of Carpenter Road South. The specific site address is 2760 E B Hamilton Drive in Tifton, Tift County, Georgia 31793.

**Construction Type:**

The Subject will consist of six newly constructed two-story, walk-up style residential buildings and one, one-story community building (1,845 square feet) using wood frame construction with brick and fiber cement siding. All units will be garden-style.

**Occupancy Type:**

The Subject will target families.

**Special Population Target:**

A total of 10 percent of the units will provide integrated housing opportunities to persons with disabilities.

**Number of Units by Bedroom Type and AMI Level:**

**See following property profile.**

**Unit Size:**

**See following property profile.**

**Structure Type:**

**See following property profile.**

**Rents and Utility Allowances:**

**See following property profile.**

**Existing or Proposed Project Based Rental Assistance:**

None of the units will operate with Project-Based Rental Assistance upon completion.

**Proposed Development Amenities: See following property profile.**

**Scope of Renovations:**

The Subject will be new construction.

**Current Rents:**

The Subject will be new construction.

**Current Occupancy:**

The Subject will be new construction.

**Current Tenant Income:**

The Subject will be new construction.

**Placed in Service Date:**

The Subject’s approximate market entry date is January 2017.

**Conclusion:**

The Subject will consist of six two-story, walk-up residential buildings and one one-story community building. As new construction, the Subject will not suffer from deferred maintenance or functional obsolescence.

The Residences At West Haven

**Comp #** Subject  
**Effective Rent Date** 5/15/2015  
**Location** 2760 E B Hamilton Drive  
 Tifton, GA 31793  
 Tift County  
**Units** 48  
**Type** Garden  
 (2 stories)  
**Contact Name** Wallace Davis



Market

**Program** @50%, @60%

Utilities

<b>A/C</b>	not included -- central	<b>Other Electric</b>	not included
<b>Cooking</b>	not included -- electric	<b>Water</b>	not included
<b>Water Heat</b>	not included -- electric	<b>Sewer</b>	not included
<b>Heat</b>	not included -- electric	<b>Trash Collection</b>	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?
1	1	Garden (2 stories)	1	811	\$317	\$0	@50%	N/A	N/A	N/A	yes
1	1	Garden (2 stories)	3	811	\$400	\$0	@60%	N/A	N/A	N/A	no
2	2	Garden (2 stories)	5	1,051	\$330	\$0	@50%	N/A	N/A	N/A	no
2	2	Garden (2 stories)	19	1,051	\$445	\$0	@60%	N/A	N/A	N/A	no
3	2	Garden (2 stories)	4	1,261	\$416	\$0	@50%	N/A	N/A	N/A	yes
3	2	Garden (2 stories)	16	1,261	\$525	\$0	@60%	N/A	N/A	N/A	no

Amenities

<b>In-Unit</b>	Balcony/Patio Blinds Carpeting Central A/C Dishwasher Ceiling Fan Garbage Disposal Microwave Oven Refrigerator Washer/Dryer hookup	<b>Security</b>	none
<b>Property</b>	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Exercise Facility Central Laundry Off-Street Parking On-Site Management Picnic Area Playground	<b>Premium</b>	none
<b>Services</b>	none	<b>Other</b>	none

Comments

Anticipated opening is January 2017. A total of 10 percent of units will be integrated housing opportunities to persons with disabilities.

## **C. SITE EVALUATION**

**1. Date of Site Visit and Name of Site Inspector:**

Sterling Battle, an employee of Novogradac & Company LLP, visited the site on April 29, 2015.

**2. Physical Features of the Site:**

The following illustrates the physical features of the site.

*Frontage:*

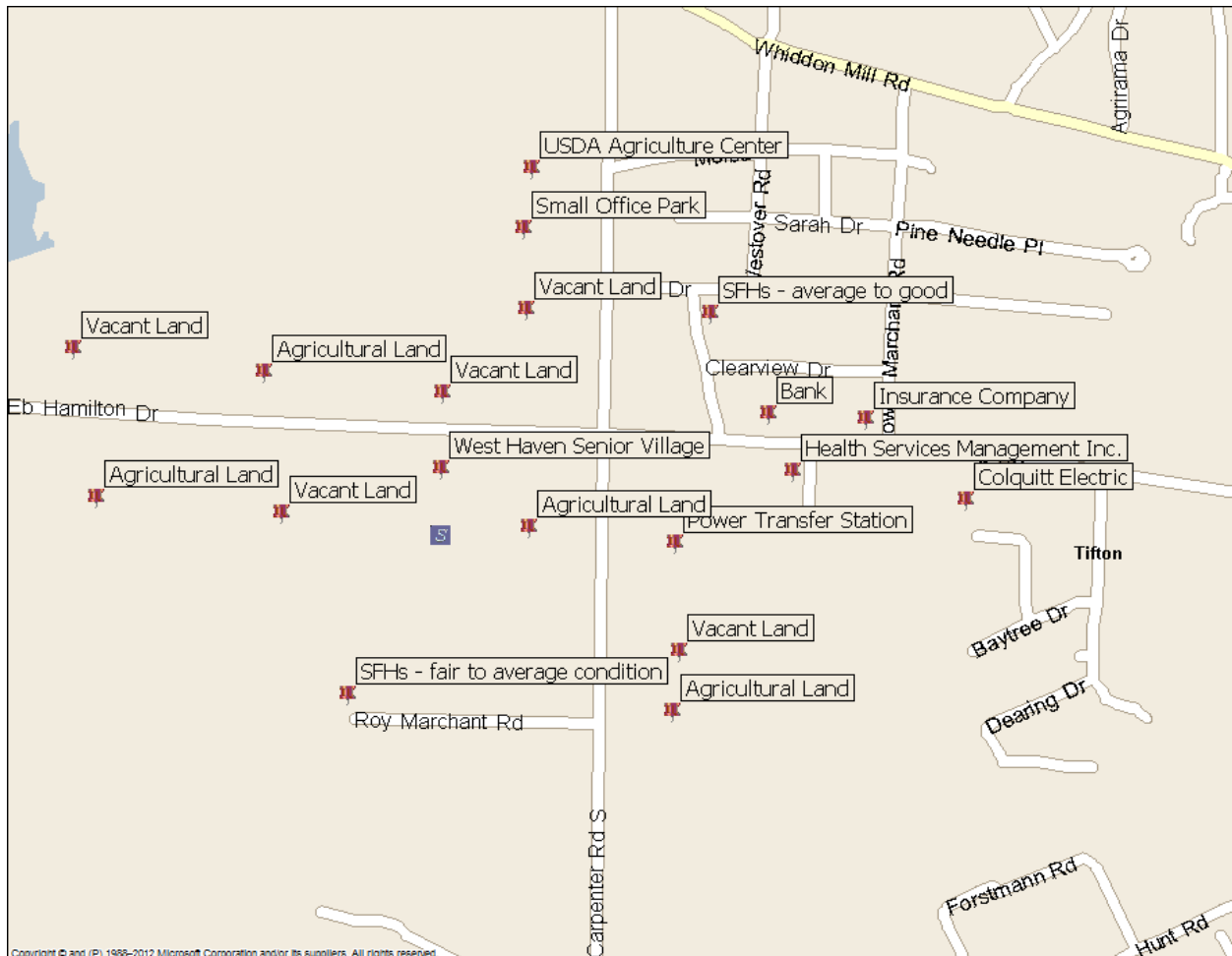
The subject site does not have direct frontage along any street. The Subject will be accessed via West Haven Senior Village. West Haven Senior Village has frontage on the southern side of E B Hamilton Road just west of its intersection with Carpenter Road South.

*Visibility/Views:*

The Subject site has minor visibility from Carpenter Road South to the east, as the parcel of land separating the Subject site and Carpenter Road is agricultural use with some vegetation and trees.

*Surrounding Uses:*

The following map and pictures illustrate the surrounding land uses.



The Subject will be located immediately south of West Haven Senior Village. To the north of this community is vacant land. The Subject's neighborhood is predominantly undeveloped and agricultural in nature. Vacant or agricultural land borders the Subject site to the south, east, and west. Farther south of the Subject are single-family homes in fair to average condition. There are commercial uses located north and east of the Subject site. Residential and commercial uses in the immediate neighborhood appeared to be well occupied. The necessary services are considered convenient enough for the Subject's tenancy.

*Positive/Negative Attributes of Site:* The Subject site is located in a rural neighborhood within 2.0 miles of a variety of retail and commercial uses. There is one negative characteristic of the site. A small power substation is located approximately 0.2 miles east of the Subject site. While the power substation will be visible from the Subject site, there are single-family homes as well as businesses in the neighborhood located in closer proximity to the power transfer station, which suggests it is not considered a significant nuisance. All of these uses appear to be occupied. Additionally, West Haven Senior Village, directly north of the site, which is also near the substation, is fully occupied with a waiting list. Therefore, the presence of the power substation does not appear to have a detrimental influence on the site neighborhood.

### **3. Physical Proximity to Locational Amenities:**

The Subject site is located within less than 3.0 miles of most locational amenities. There are several commercial uses east of the intersection of E B Hamilton Road and Carpenter Road. These uses include, but are not limited to, an insurance company, a bank, and other commercial buildings. The Friendly City Park and Optimist Park Soccer Complex are located approximately 0.6 miles west of the Subject site at the intersection of E B Hamilton Road and Rutland Road. The closest retail is located approximately 1.2 miles south of the Subject site at the intersection of Carpenter Road and US Highway 82. Retail uses along this corridor include a Walmart Supercenter, Lowe's, restaurants, and hair and nail salons, among other uses. The retail uses in this area appeared to be approximately 95 percent occupied. There are also retail uses located approximately 1.4 miles east of the Subject site at the intersection of Interstate 75 and 2nd Avenue. Retail in this area includes fast food restaurants, a Belk department store, a cinema, J.C. Penney, and Goody's.



**4. Pictures of Site and Adjacent Uses:**

The following pages show pictures of the Subject site as well as adjacent land uses. The Subject site is currently undeveloped wooded land in the western portion of Tifton, approximately 2.8 miles west of downtown.



Subject site



View of Subject site from West Haven Senior Village



View of Subject from Carpenter Road



View north from Subject site



View south from Subject site



View east from Subject site





View west from Subject site



West Haven Senior Village North of Subject Site



View east on E B Hamilton Drive



View west on E B Hamilton Drive



Signage along E B Hamilton Drive



Single-family home on Roy Marchant Road



Single-family home on Carpenter Road



Single-family home northeast of Subject site



USDA Agricultural center



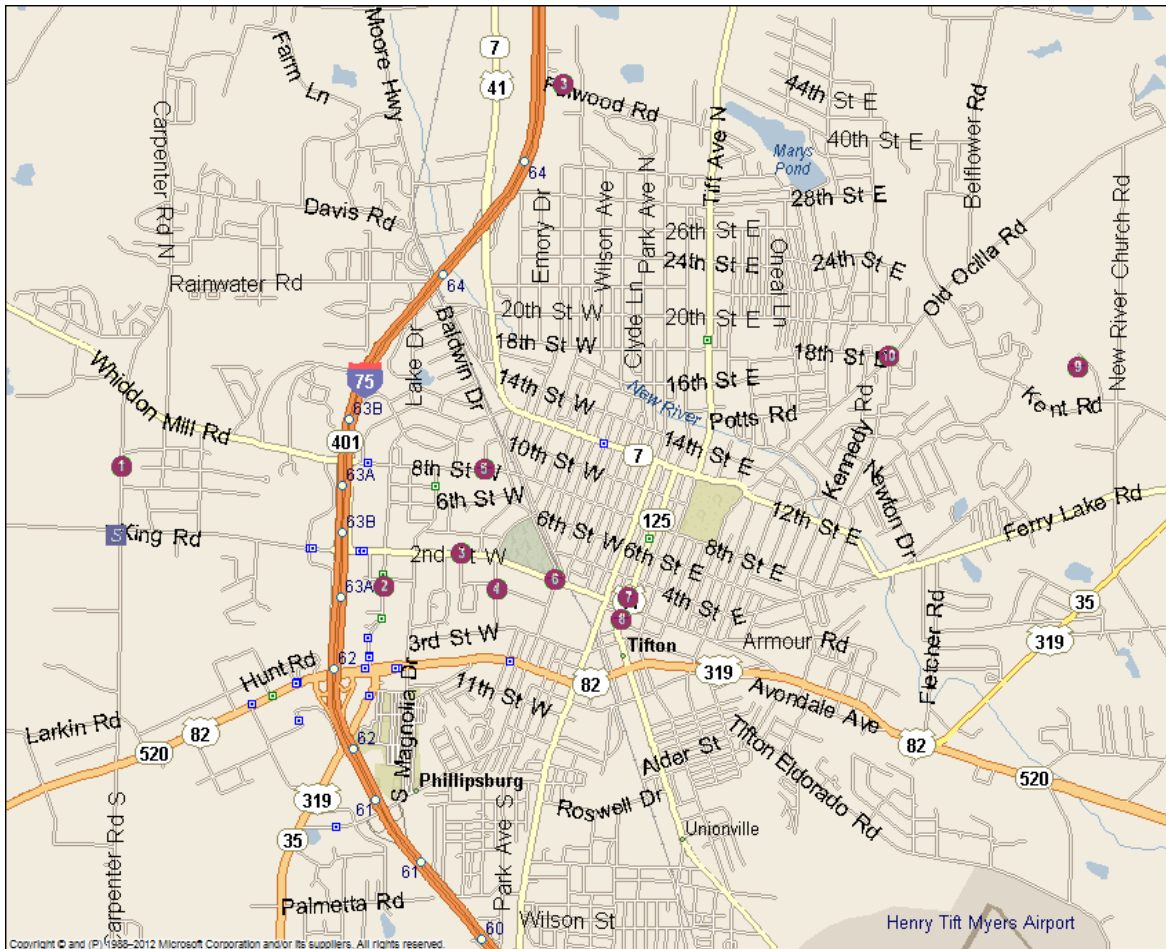
Small office park north of Subject site

**5. Proximity to Locational Amenities:**

The following table details the Subject’s distance from key locational amenities.

**Distances from Local Services**

Map #	Name	Miles from Subject
1	Annie Belle Clark Primary School	0.4
2	Save-a-Lot	1.4
3	Moon's Pharmacy	1.6
4	Tift County Sheriff	1.9
5	Eighth Street Middle School	2.0
6	Leroy Rogers Senior Citizen Center	2.1
7	Tift County Public Library	2.4
8	Tifton Employment Center	2.5
9	Tift County High School	3.6
10	Tift Regional Medical Center	4.1
n/a	Tift Lift Transit System	n/a



**6. Description of Land Uses:**

The Subject site is currently wooded undeveloped land. The Subject will be located immediately south of West Haven Senior Village I, which is in excellent condition. The Subject’s neighborhood is predominantly undeveloped and agricultural in nature. Vacant or agricultural land borders the Subject site to the south, east, and west. Further south of the Subject are single-family homes in fair to average condition. There are commercial uses located north and east of the Subject. Residential and commercial uses in the immediate neighborhood appeared to be well-occupied. Overall, the Subject will be a conforming use in the neighborhood and the site appears appropriate for multifamily units.

**7. Multifamily Residential within Two Miles:**

The following table illustrates comparable multifamily properties located within two miles of the Subject site.

Comparables Within 2 Miles

Property Name	Tenancy	Type	Miles from Subject
The Groves	Family	LIHTC/Market	1.8
Regency Apartments	Family	Market	2.0
The Oaks At Carpenter	Family	Market	0.9

**8. Existing Assisted Rental Housing**

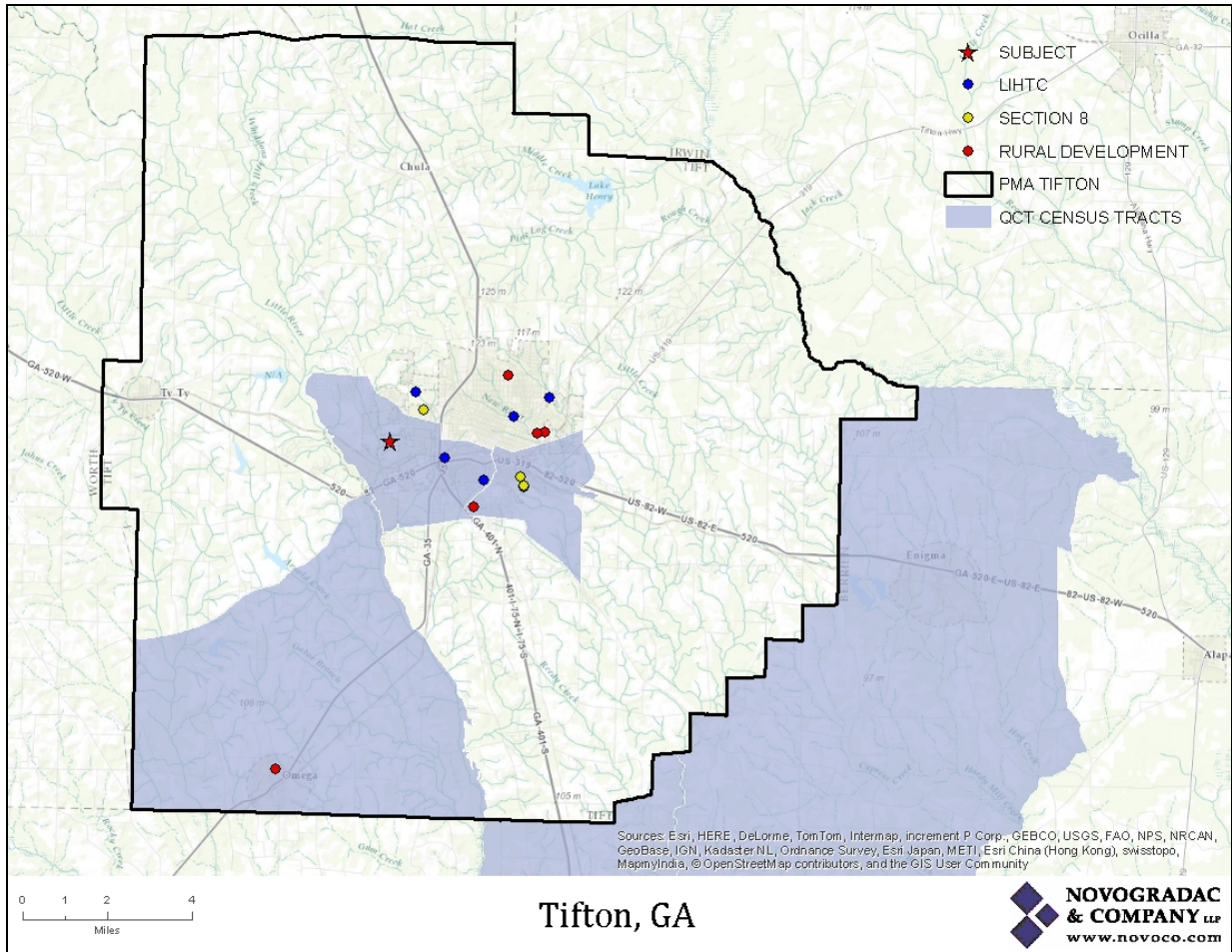
**Property Map:**

The following map and list identifies all low-income rental housing properties in the PMA.

MARKET OVERVIEW OF ASSISTED RENTAL HOUSING

Name	Occupancy Rate	Address	City	Type	Tenancy	Included/ Excluded	Reason for Exclusion	Miles from Subject
Harbor Pointe	100.0%	88 Richards Drive	Tifton	LIHTC/Market	Senior	Excluded	Dissimilar Tenancy	4.6
Magnolia Place	100.0%	4 Pertilla Place	Tifton	LIHTC	Family	Included	N/Ap	3.9
Meadow Crossing	N/A	408 Spinks Drive	Omega	RD 515	Family	Excluded	Rents Subsidized	8.0
The Groves	100.0%	2826 Rainwater Road	Tifton	LIHTC/Market	Family	Included	N/Ap	1.8
Tiffany Square	100.0%	1430 Prince Avenue	Tifton	LIHTC	Family	Included	N/Ap	3.6
Tifton Estates	100.0%	1510 Coley St	Tifton	LIHTC/Market	Family	Included	N/Ap	2.9
Westbury Place	N/A	311 S. Virginia Avenue	Tifton	LIHTC/Market	Family	Excluded	Could not Contact	2.0
Azalea Trace Apartments	100.0%	38 Pertilla Place	Tifton	Section 8	Family	Excluded	Rents Subsidized	3.8
Brookfield Mews Apartments	98.3%	99 Tifton Eldorado Rd	Tifton	Section 8	Family	Excluded	Rents Subsidized	3.8
Meadowood Apts	100.0%	2800 Tift Ave	Tifton	RD 515	Family	Excluded	Rents Subsidized	4.2
Options For Living East One	100.0%	1606 Redfox Trail	Tifton	Section 8	Family	Excluded	Rents Subsidized	1.7
Village Square	100.0%	1401 Newton Drive	Tifton	RD 515	Family	Excluded	Rents Subsidized	4.2
Wildwood Apartments	100.0%	1220 Sussex Dr	Tifton	RD 515	Family	Excluded	Rents Subsidized	4.0

N/A - Not available



**9. Road/Infrastructure  
Proposed Improvements:**

At the time of our site inspection, there was minor road work being completed at the intersection of E B Hamilton Drive and Carpenter Road South, approximately 0.25 miles east of the Subject site. We contacted the City of Tifton Public Works Department for additional information; however, our phone calls were not returned.

**10. Access, Ingress/Egress and  
Visibility of site:**

The Subject will be accessed via West Haven Senior Village. This property has frontage on the southern side of E B Hamilton Road just west of its intersection with Carpenter Road South. Carpenter Road South provides access to US Highway 82 (approximately 1.2 miles south) and E B Hamilton Road provides access to Interstate 75 (approximately 1.4 miles east). Both E B Hamilton Road and Carpenter Road are two-lane moderately trafficked thoroughfares. Overall, access is average and traffic flow is

moderate. The property directly north of the Subject has good visibility from E B Hamilton Road and Carpenter Road South. With the presence of the existing West Haven Senior Village, the Subject will have partial visibility from Carpenter Road South and minimal visibility from E B Hamilton Road. With this existing senior property fully occupied, we do not believe that the limited visibility will negatively impact its performance. In fact the presence of a modern property already in the neighborhood may help draw renters to the Subject site.

**11. Environmental Concerns:** None visible upon site inspection.

**12. Detrimental Influences:** The Subject site is located in a rural neighborhood within 2.0 miles of several retail uses and services. There is one negative characteristic of the site. A small power substation is located approximately 0.2 miles east of the Subject site. While the power substation will be visible from the Subject site, there are single-family homes as well as businesses in the neighborhood located in closer proximity to the power transfer station, which suggests it is not considered a significant nuisance. All of these uses appear are occupied. Additionally, West Haven Senior Village, which is north of the site and also near the substation, is fully-occupied with a waiting list. Therefore, the presence of the power substation does not appear to have a detrimental influence on the Subject's neighborhood.

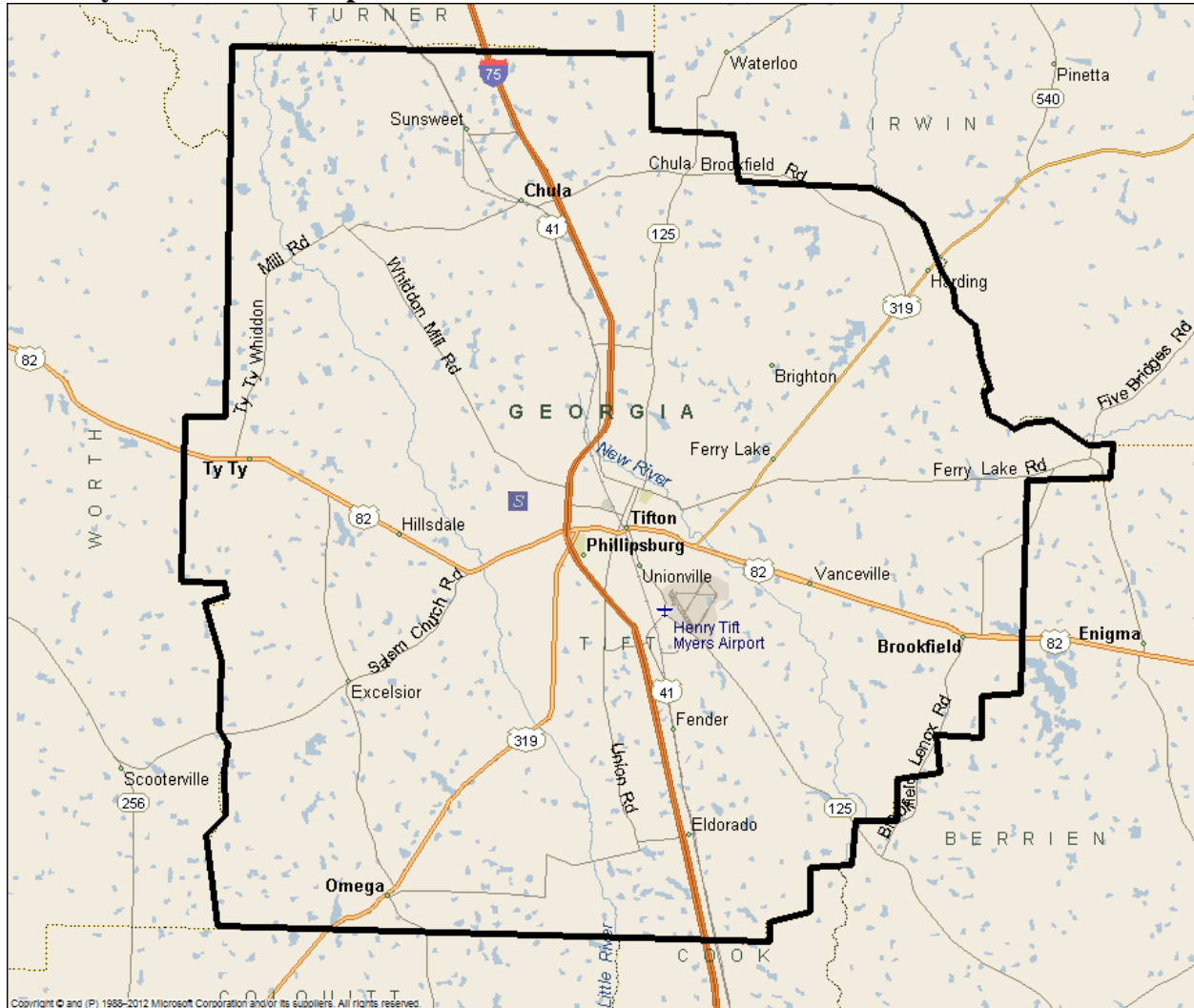
**13. Conclusion:** The Subject site is located in a partially undeveloped area of Tifton. Despite the lack of much development in the immediate neighborhood, there are two areas of significant retail concentrations located within 2.0 miles of the Subject site. Further, West Haven Senior Village, located immediately north of the Subject, is fully occupied with a waiting list. Overall, the location is a good area for an affordable family housing development and we expect the Subject will have a positive impact on the local neighborhood. The Subject should benefit from the fact that another modern LIHTC property exists directly north of this location.

## **D. MARKET AREA**

### PRIMARY MARKET AREA

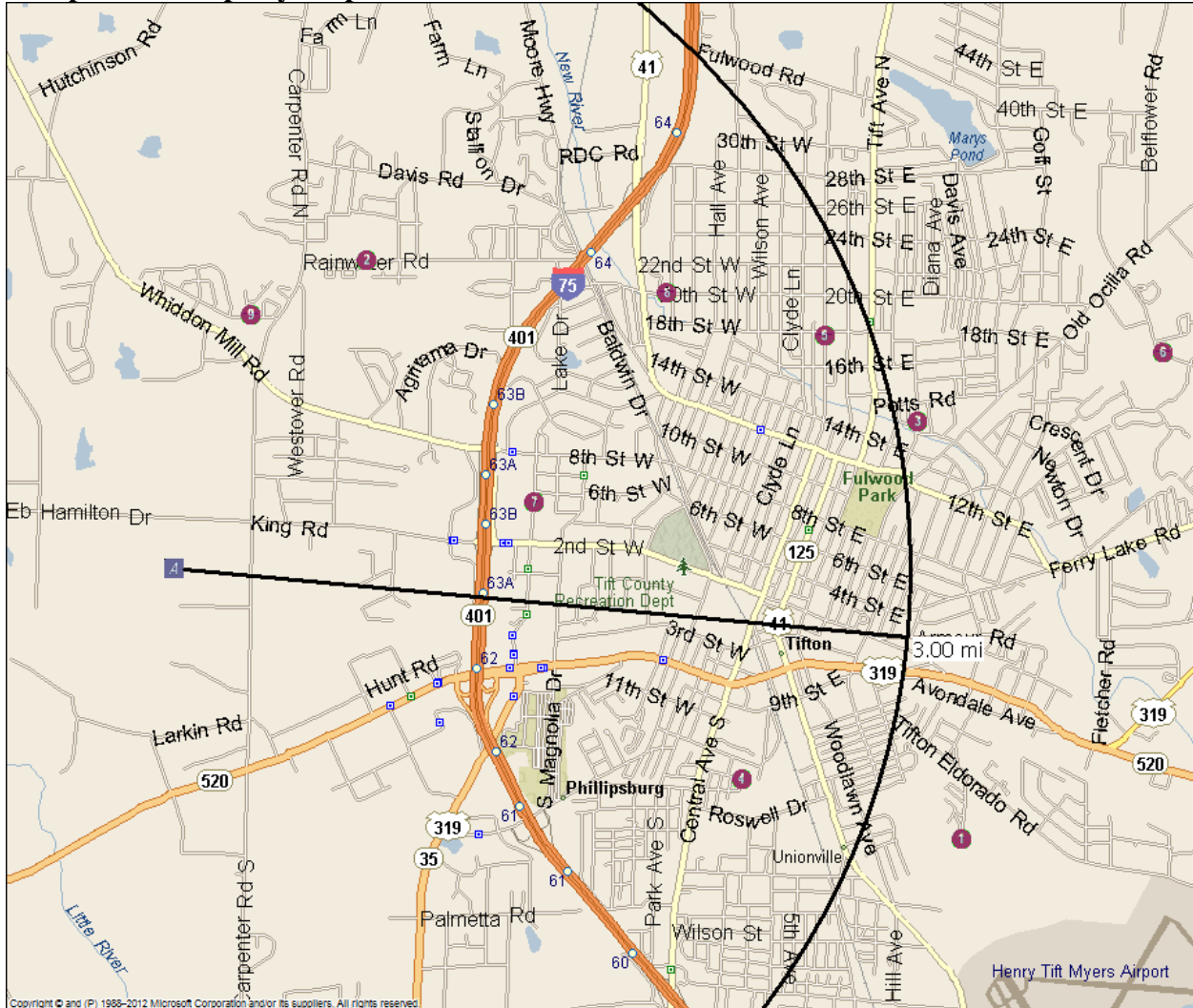
For the purpose of this study, it is necessary to define the market area, or the area from which potential tenants for the project are likely to be drawn. In some areas, residents are very much “neighborhood oriented” and are generally very reluctant to move from the area where they have grown up. In other areas, residents are much more mobile and will relocate to a completely new area, especially if there is an attraction such as affordable housing at below market rents.

### Primary Market Area Map





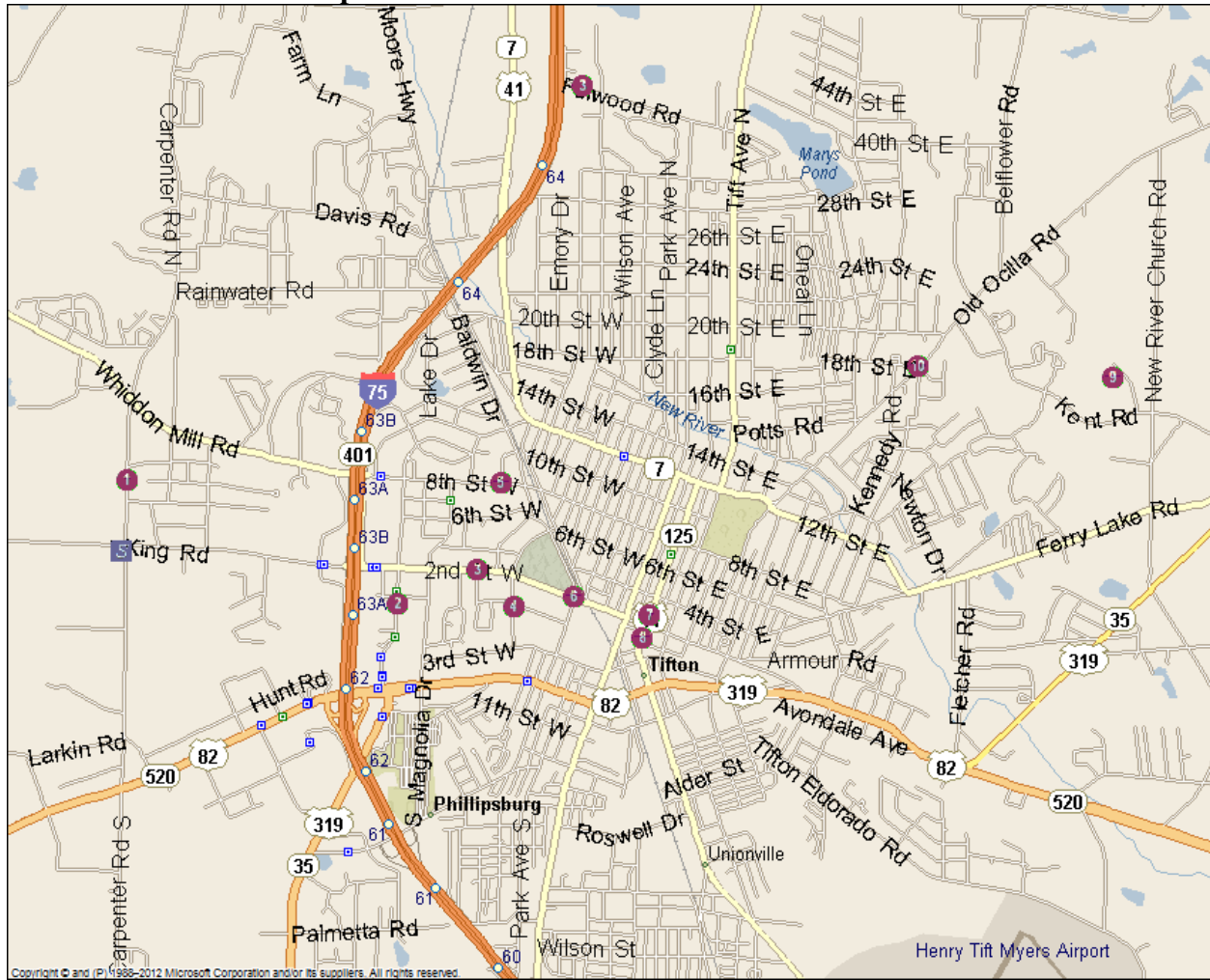
**Comparable Property Map**



**COMPARABLE PROPERTIES**

#	Property Name	City	Type	Distance to Subject
1	Magnolia Place	Tifton	@50%	3.4 miles
2	The Groves	Tifton	@30%, @50%, @60%, Market	1.5 miles
3	Tiffany Square	Tifton	@60%	3.1 miles
4	Tifton Estates	Tifton	@50%, @60%, Market	2.5 miles
5	Creekside Villas	Tifton	Market	2.8 miles
6	Cypress Suites	Tifton	Market	4.1 miles
7	Regency Apartments	Tifton	Market	1.5 miles
8	Sunnyside Apartments	Tifton	Market	2.3 miles
9	The Oaks At Carpenter	Tifton	Market	1.1 miles

**Locational Amenities Map**



**Distances from Local Services**

Map #	Name	Miles from Subject
1	Annie Belle Clark Primary School	0.4
2	Save-a-Lot	1.4
3	Moon's Pharmacy	1.6
4	Tift County Sheriff	1.9
5	Eighth Street Middle School	2.0
6	Leroy Rogers Senior Citizen Center	2.1
7	Tift County Public Library	2.4
8	Tifton Employment Center	2.5
9	Tift County High School	3.6
10	Tift Regional Medical Center	4.1
n/a	Tift Lift Transit System	n/a

It should be noted that the Tift Lift Transit System is an on call transportation option in Tift County without a regular route. The service is available to all local residents for a nominal fee based on distance traveled.

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied, to determine if the Primary Market Area (PMA) is an area of growth or contraction.

The Primary Market Area (PMA) is generally within a 15 to 20-minute drive time of the Subject, which will offer one of the highest quality and most modern apartment options in the county. According to managers and owners of area rental properties, for new apartments at affordable rents, there will be mobility among renters seeking high quality housing in one of the most developed communities in the PMA. As the county seat and center for commerce in Tift County, the Subject is expected to receive support from throughout the county. Given the drive time distances from the Subject and the fact that Tifton is the economic center for the county, the PMA includes Tift County. The northern boundary of the PMA is between 8 and 9 miles from the Subject site, the eastern boundary is 12 miles from the site, the southern boundary is approximately 9 miles from the site, and the western boundary is approximately 7 miles from the site.

## **E. COMMUNITY DEMOGRAPHIC DATA**

**COMMUNITY DEMOGRAPHIC DATA**

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied to determine if the PMA and Tifton Micropolitan Statistical Area (MSA) are areas of growth or contraction. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. The following demographic tables are specific to the populations of the PMA and MSA. It should be noted that the demographic data in the PMA and MSA is the same in the following tables, due to the fact that the PMA used is Tift County, which is the same geographically defined area as the MSA.

**1. Population Trends**

The following tables illustrate Total Population from 2000 through 2019 and Population by Age Group within population in PMA, the MSA, and nationally.

**TOTAL POPULATION**

Year	PMA		Tifton, GA Micropolitan Statistical Area		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	38,406	-	38,406	-	281,421,906	-
2010	40,118	0.4%	40,118	0.4%	308,745,538	1.0%
2015	40,511	0.2%	40,511	0.2%	314,467,933	0.4%
Projected Mkt Entry January 2017	40,530	0.0%	40,530	0.0%	318,733,873	0.9%
2019	40,562	0.0%	40,562	0.0%	325,843,774	0.7%

Source: ESRI Demographics 2015, Novogradac & Company LLP, May 2015

**POPULATION BY AGE IN 2015**

Age Cohort	PMA		Tifton, GA Micropolitan Statistical Area		USA	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
0-4	2,870	7.1%	2,870	7.1%	19,987,250	6.4%
5-9	2,827	7.0%	2,827	7.0%	20,264,567	6.4%
10-14	2,816	7.0%	2,816	7.0%	20,621,313	6.6%
15-19	3,186	7.9%	3,186	7.9%	21,171,596	6.7%
20-24	3,053	7.5%	3,053	7.5%	22,787,955	7.2%
25-29	2,740	6.8%	2,740	6.8%	21,439,374	6.8%
30-34	2,583	6.4%	2,583	6.4%	20,988,843	6.7%
35-39	2,479	6.1%	2,479	6.1%	19,373,719	6.2%
40-44	2,455	6.1%	2,455	6.1%	20,731,962	6.6%
45-49	2,406	5.9%	2,406	5.9%	21,208,891	6.7%
50-54	2,626	6.5%	2,626	6.5%	22,540,388	7.2%
55-59	2,577	6.4%	2,577	6.4%	21,076,535	6.7%
60-64	2,255	5.6%	2,255	5.6%	18,494,651	5.9%
65-69	1,884	4.7%	1,884	4.7%	14,213,405	4.5%
70-74	1,410	3.5%	1,410	3.5%	10,364,917	3.3%
75-79	992	2.4%	992	2.4%	7,569,578	2.4%
80-84	694	1.7%	694	1.7%	5,722,550	1.8%
85+	658	1.6%	658	1.6%	5,910,439	1.9%
<b>Total</b>	<b>40,511</b>	<b>100.0%</b>	<b>40,511</b>	<b>100.0%</b>	<b>314,467,933</b>	<b>100.0%</b>

Source: ESRI Demographics 2015, Novogradac & Company LLP, May 2015

The total population in the PMA and MSA increased annually by 0.2 percent from 2010 to 2015, at a rate below the 0.4 percent annual growth rate over the previous decade. The total population in the PMA is projected to remain unchanged. The projected national population is expected to grow at rate of 0.7 percent per year over the same time period.

## 2. Household Trends

### 2a. Total Number of Households and Average Household Size

#### TOTAL NUMBER OF HOUSEHOLDS

Year	PMA		Tifton, GA Micropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	14,062	-	14,062	-	105,991,193	-
2010	14,836	0.6%	14,836	0.6%	116,716,292	1.0%
2015	15,120	0.4%	15,120	0.4%	118,979,182	0.4%
Projected Mkt Entry January 2017	15,143	0.1%	15,143	0.1%	120,661,324	0.9%
2019	15,180	0.1%	15,180	0.1%	123,464,895	0.8%

Source: ESRI Demographics 2015, Novogradac & Company LLP, May 2015

#### AVERAGE HOUSEHOLD SIZE

Year	PMA		Tifton, GA Micropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.62	-	2.62	-	2.58	-
2010	2.60	-0.1%	2.60	-0.1%	2.58	0.0%
2015	2.58	-0.1%	2.58	-0.1%	2.58	0.0%
Projected Mkt Entry January 2017	2.58	-0.1%	2.58	-0.1%	2.58	0.0%
2019	2.58	-0.1%	2.58	-0.1%	2.57	0.0%

Source: ESRI Demographics 2015, Novogradac & Company LLP, May 2015

Household growth in the PMA and MSA increased at an annual rate of 0.4 percent from 2010 to 2015, similar to the national household growth rate of 0.4 percent over the same time period. The household growth rate in the PMA is expected to grow at a slower rate than that of the nation through 2019. The average household size of 2.58 persons in 2015 is the same as that of the nation. Household size in the PMA and MSA is projected to remain unchanged through 2019, similar to that of the nation as a whole.

**2b. Households by Tenure**

The tables below depicts general household growth by tenure from 2000 through 2019.

**TENURE PATTERNS PMA**

Year	Owner-Occupied	Percentage	Renter-Occupied	Percentage
	Units	Owner-Occupied	Units	Renter-Occupied
2000	9,370	66.6%	4,692	33.4%
2010	9,083	61.2%	5,753	38.8%
2015	8,838	58.5%	6,282	41.5%
Projected Mkt Entry January 2017	8,846	58.4%	6,297	41.6%
2019	8,858	58.4%	6,322	41.6%

Source: ESRI Demographics 2015, Novogradac & Company LLP, May 2015

In 2015, approximately 58.5 percent of households in the PMA were owner-occupied, compared to 41.5 percent renter-occupied. Generally, this same distribution of owner to renter-occupied households in the PMA is expected to continue through the market entry date in 2017.

**2c. Households by Income**

The following table depicts both the general population income in 2010, 2015, in 2017 at market entry, and in 2019 for the PMA.

**RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA**

Income Cohort	2010		2015		Projected Mkt Entry January 2017		2019	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	1,239	21.5%	1,509	24.0%	1,516	24.1%	1,529	24.2%
\$10,000-19,999	1,128	19.6%	1,264	20.1%	1,270	20.2%	1,280	20.2%
\$20,000-29,999	799	13.9%	778	12.4%	781	12.4%	785	12.4%
\$30,000-39,999	652	11.3%	738	11.7%	743	11.8%	751	11.9%
\$40,000-49,999	516	9.0%	551	8.8%	549	8.7%	545	8.6%
\$50,000-59,999	296	5.1%	342	5.4%	345	5.5%	349	5.5%
\$60,000-74,999	409	7.1%	424	6.7%	416	6.6%	404	6.4%
\$75,000-99,999	405	7.0%	424	6.7%	421	6.7%	416	6.6%
\$100,000-124,999	103	1.8%	87	1.4%	87	1.4%	88	1.4%
\$125,000-149,999	94	1.6%	65	1.0%	68	1.1%	73	1.1%
\$150,000-199,999	52	0.9%	59	0.9%	58	0.9%	58	0.9%
\$200,000+	60	1.0%	42	0.7%	43	0.7%	44	0.7%
<b>Total</b>	<b>5,753</b>	<b>100.0%</b>	<b>6,282</b>	<b>100.0%</b>	<b>6,297</b>	<b>100.0%</b>	<b>6,322</b>	<b>100.0%</b>

Source: Ribbon Demographics 2015, Novogradac & Company LLP, May 2015

According to the previous tables and current year estimates, more than 68 percent of the households in the PMA make less than \$40,000 per year, and 56.5 percent make less than \$30,000 per year. This data bodes well for affordable housing in the Subject’s area.

**2d. Renter Households by Number of Persons in the Household**

The following table illustrates the number of persons per household among renter households.

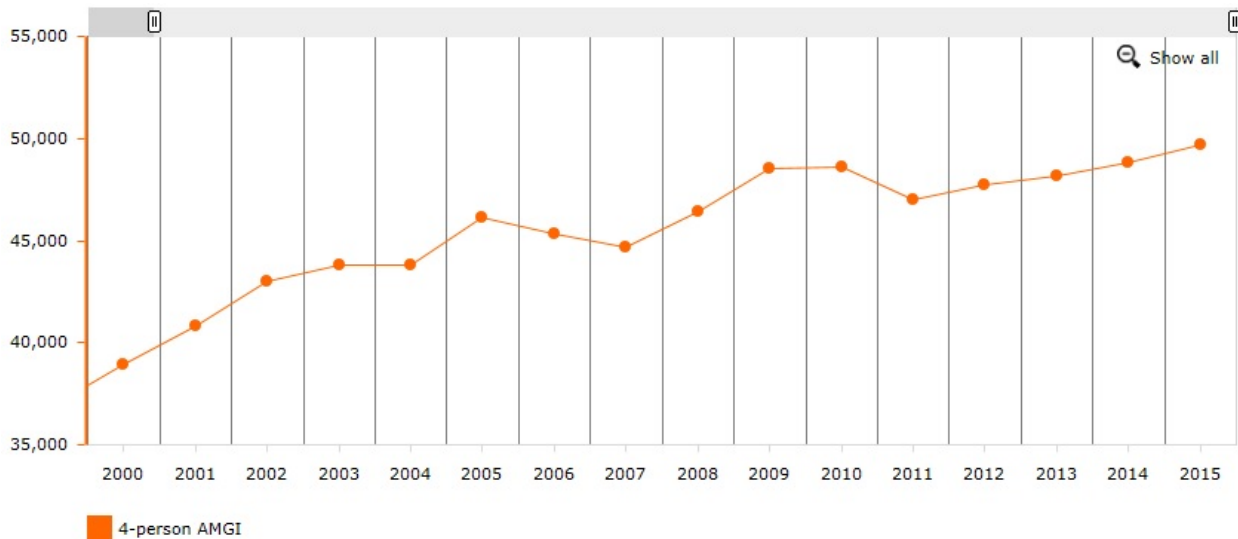
**RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA**

	2000		2010		2015		Projected Mkt Entry January		2019	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
With 1 Person	1,399	29.8%	1,909	33.2%	2,105	33.5%	2,119	33.7%	2,143	33.9%
With 2 Persons	1,311	27.9%	1,344	23.4%	1,467	23.3%	1,468	23.3%	1,471	23.3%
With 3 Persons	835	17.8%	986	17.1%	1,084	17.2%	1,087	17.3%	1,093	17.3%
With 4 Persons	631	13.4%	795	13.8%	855	13.6%	854	13.6%	851	13.5%
With 5+ Persons	517	11.0%	719	12.5%	771	12.3%	768	12.2%	764	12.1%
<b>Total Renter Households</b>	<b>4,692</b>	<b>100.0%</b>	<b>5,753</b>	<b>100.0%</b>	<b>6,282</b>	<b>100.0%</b>	<b>6,297</b>	<b>100.0%</b>	<b>6,322</b>	<b>100.0%</b>

Source: Ribbon Demographics 2015, Novogradac & Company LLP, May 2015

Almost three-quarters of the renter households in the PMA have three or fewer total persons, and the percentage is anticipated remain stable through both the market entry date and through 2019. This data bodes well for the Subject’s proposed unit mix.

For Section 42 LIHTC rent determination purposes, the AMI is used. The following chart illustrates the AMI level for a four-person household in Tift County.



Novogradac & Company LLP, 4/2015

Overall, the AMI has increased by an average 1.8 percent annually between 2000 and 2015 in Tift County, GA. It should be noted that the AMI in Tift County decreased in 2011, but began to increase again from 2012 to current. Therefore, developments placed in service on or before 2010 will be held harmless at the 2010 maximum allowable levels, while developments placed in service between 2011 and 2014 are held harmless at the 2014 maximum allowable levels. Per DCA guidelines, the Subject is restricted to the 2014 maximum allowable rent and income levels. The Subject’s proposed rents for its units at 50 percent of AMI are set equal to the 2014 maximum allowable levels per DCA for Tift County, while the 60 percent AMI rents proposed are below area maximum allowable rents. As a result, future rental increases will not only be limited by increases in AMI, but will also be based on market conditions.



**CONCLUSION**

The Subject is located in Tifton, Tift County, Georgia. The population in the PMA is anticipated to remain relatively unchanged through 2019. More than two-thirds of the households in the PMA have annual earnings below \$40,000. The Subject will target households earning between \$15,703 and \$34,020. Persons within these income cohorts are expected to create demand for the Subject.

## **F. EMPLOYMENT TRENDS**

**Employment Trends**

The employment base in the Tifton area is heavily reliant on the health care/social assistance, retail trade, educational services, and manufacturing sectors. Together, these four industries comprise almost half percent of total employment in the PMA. Additionally, the agriculture sector employs a more significant percentage of the population relative to the nation as a whole. According to the Department of Community Affairs, Tift County is known as the "Plant Capital of the World," with many plants and vegetables grown here being shipped worldwide for replanting. As a result, Tift County has become a center for farm experimentation and agricultural education.

**1. Total Jobs**

The following table illustrates the total jobs (also known as “covered employment”) in Tift County.

**TOTAL JOBS IN TIFT COUNTY, GEORGIA**

<b>Year</b>	<b>Total Employment</b>	<b>% Change</b>
2005	18,660	-
2006	18,946	1.53%
2007	18,121	-4.35%
2008	17,720	-2.21%
2009	16,808	-5.15%
2010	16,537	-1.61%
2011	16,648	0.67%
2012	17,212	3.39%
2013	17,112	-0.58%
2014	16,783	-1.92%
YTD 2015 Average	16,879	0.57%

Source: U.S. Bureau of Labor Statistics

YTD as of March 2015

Total employment in Tift County has fluctuated erratically since 2005, as the nature of the largest employers in Tift County tend to be cyclical, including agricultural, retail trade, and manufacturing, as outlined in the tables below. Current employment totals in Tift County remain well below peak employment for the county prior to the recession.

## 2. Total Jobs by Industry

The following table illustrates the annual total jobs by employment sectors within the PMA and USA as of 2015.

### 2015 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Health Care/Social Assistance	2,335	14.4%	20,080,547	14.0%
Retail Trade	2,248	13.9%	16,592,605	11.6%
Educational Services	1,919	11.8%	12,979,314	9.1%
Manufacturing	1,620	10.0%	15,162,651	10.6%
Accommodation/Food Services	1,301	8.0%	10,849,114	7.6%
Construction	1,028	6.3%	8,291,595	5.8%
Other Services (excl Publ Adm)	924	5.7%	7,850,739	5.5%
Agric/Forestry/Fishing/Hunting	885	5.5%	1,800,354	1.3%
Public Administration	850	5.2%	6,713,073	4.7%
Transportation/Warehousing	555	3.4%	5,898,791	4.1%
Wholesale Trade	513	3.2%	3,628,118	2.5%
Admin/Support/Waste Mgmt Svcs	497	3.1%	6,316,579	4.4%
Finance/Insurance	445	2.7%	6,884,133	4.8%
Prof/Scientific/Tech Services	414	2.6%	9,808,289	6.8%
Real Estate/Rental/Leasing	255	1.6%	2,627,562	1.8%
Information	165	1.0%	2,577,845	1.8%
Arts/Entertainment/Recreation	157	1.0%	3,151,821	2.2%
Utilities	119	0.7%	1,107,105	0.8%
Mining	0	0.0%	868,282	0.6%
Mgmt of Companies/Enterprises	0	0.0%	97,762	0.1%
<b>Total Employment</b>	<b>16,230</b>	<b>100.0%</b>	<b>143,286,279</b>	<b>100.0%</b>

Source: ESRI Demographics 2010, Novogradac & Company LLP, May 2015

The largest proportions of the workforce in the PMA are employed in the health care, retail trade, educational services, and manufacturing sectors, which account for half of the PMA employment. Sectors such as health care, retail trade, and educational services are slightly overrepresented compared to national employment rates. Sectors such as finance/insurance, and professional and scientific services are underrepresented compared to national employment rates. The relatively high representation of cyclical industries, compared to the nation, such as manufacturing, construction, and retail trade in the PMA likely provides some instability to the local economy.

### 3. Major Employers

The following table details the major employers within Tift County.

#### MAJOR EMPLOYERS

Tift County, GA

#	Company	Industry	Number of Employees
1	Tift Regional Medical Center	Healthcare	1,700
2	Tift County Board of Education	Education	1,061
3	Lewis Taylor Farms	Agriculture	600
4	Target Distribution Center	Retail Trade	579
5	Heatcraft	Manufacturing	501
6	UGA Tifton Campus	Education	450
7	Walmart Pharmacy Distribution Center	Retail Trade	419
8	Abraham Baldwin Agricultural College	Education	350
9	Tift County	Government	349
10	Tifton Campus - Moultrie Technical College	Education	291

Source: Tifton-Tift County Chamber of Commerce, May 2014

As illustrated in the table above, the local economy is diverse with major employers in the healthcare, education, agriculture, retail trade, manufacturing, and government services sectors. Six of the ten largest employers are in relatively stable industries. Although Tift Regional Medical Center is by far the largest employer, the healthcare sector represents a similar proportion of total employment when compared to the nation as a whole.

#### Expansions/Contractions

We spoke with Chris Beckham, Communications Director for Tifton-Tift County Chamber of Commerce, who provided information regarding business expansion and contraction in the local area. According to Mr. Beckham, the following expansions are underway in the county:

- American Textile Company; a manufacturer of mattress/pillow protectors, bed pillows, and mattress pads; broke ground in January 2014 on its second manufacturing facility in Tifton. The company is expected to increase total employment by 200 positions over the next 18 months.
- Heatcraft Refrigeration Products, a manufacturer of commercial refrigeration products, hired 50 new employees in 2013 and is expected to hire another 50 employees by the end of 2014.

Mr. Beckham reported that there have not been any major layoffs over the past several years. The most recent large layoffs occurred in 2007 and 2008. According to the Georgia Department of Labor’s Worker Adjustment and Retraining Notification (WARN) filings, no business closures or layoffs were reported between 2012 and YTD 2015.

#### 4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the MSA and the nation from 2001 through March 2015.

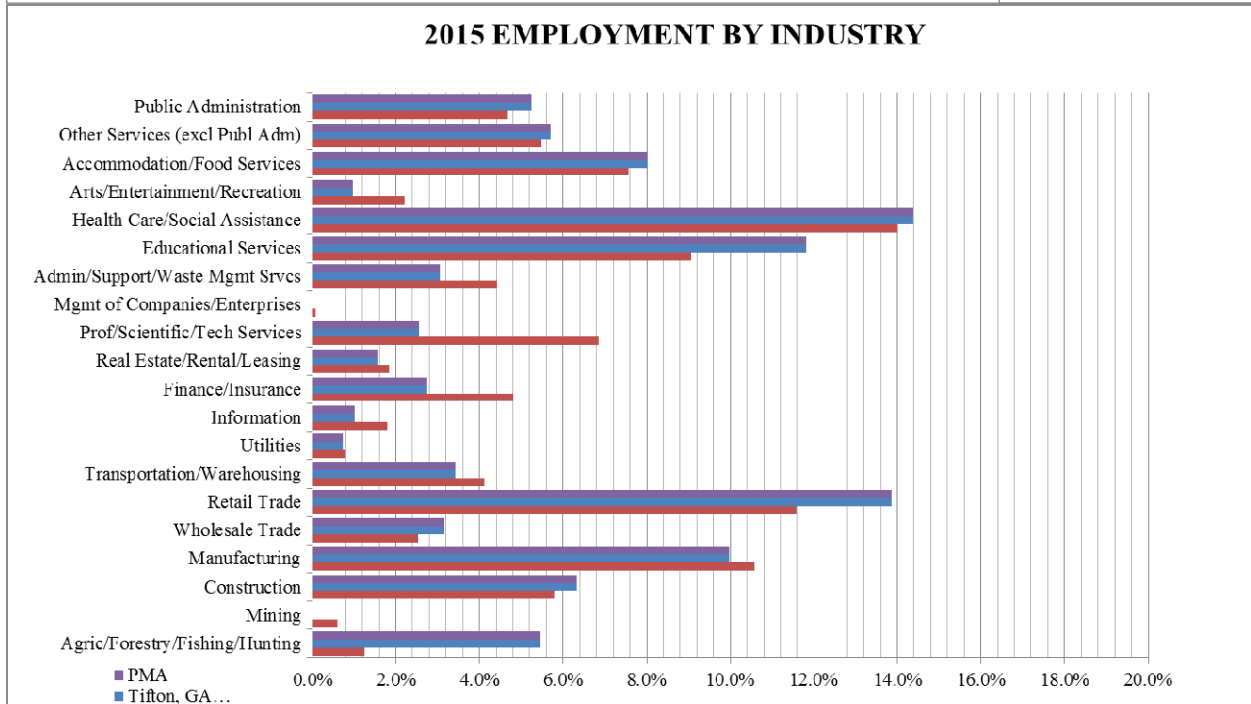
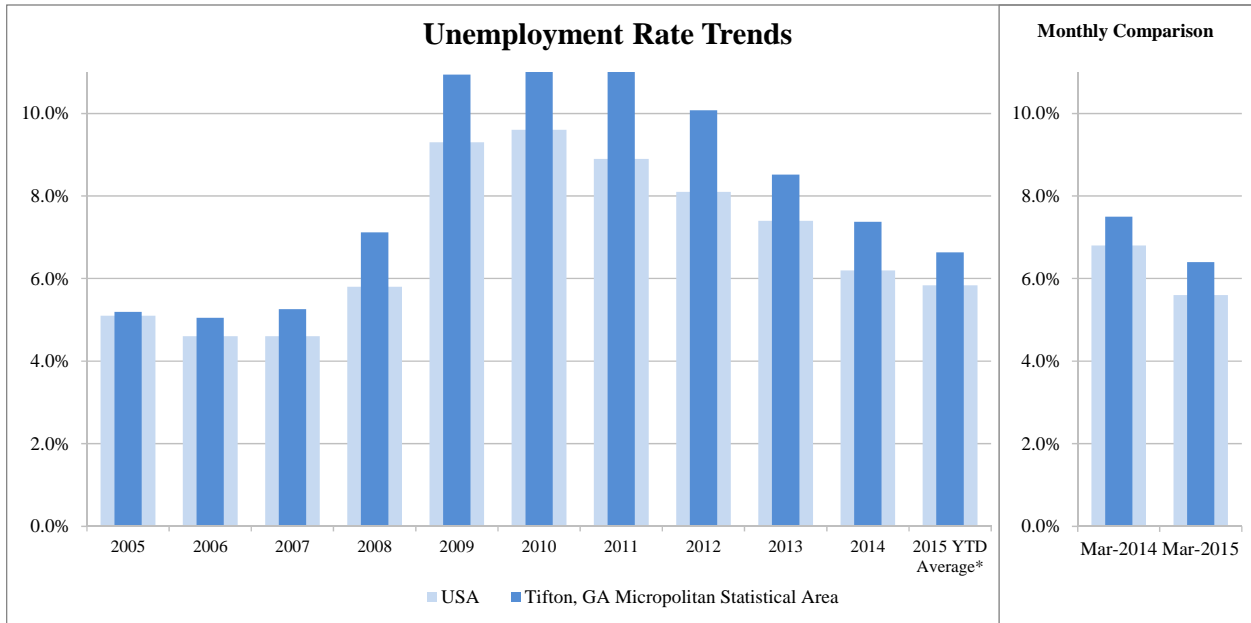
##### EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	Tifton, GA Micropolitan Statistical Area				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2001	17,798	-	4.6%	-	136,933,000	-	4.7%	-
2002	17,901	0.6%	4.5%	-0.1%	136,485,000	-0.3%	5.8%	1.1%
2003	18,223	1.8%	4.4%	-0.1%	137,736,000	0.9%	6.0%	0.2%
2004	18,174	-0.3%	4.5%	0.1%	139,252,000	1.1%	5.5%	-0.5%
2005	18,660	2.7%	5.2%	0.7%	141,730,000	1.8%	5.1%	-0.4%
2006	18,946	1.5%	5.1%	-0.1%	144,427,000	1.9%	4.6%	-0.5%
2007	18,121	-4.4%	5.3%	0.2%	146,047,000	1.1%	4.6%	0.0%
2008	17,720	-2.2%	7.1%	1.9%	145,362,000	-0.5%	5.8%	1.2%
2009	16,808	-5.1%	10.9%	3.8%	139,877,000	-3.8%	9.3%	3.5%
2010	16,537	-1.6%	12.0%	1.0%	139,064,000	-0.6%	9.6%	0.3%
2011	16,648	0.7%	12.1%	0.1%	139,869,000	0.6%	8.9%	-0.7%
2012	17,212	3.4%	10.1%	-2.0%	142,469,000	1.9%	8.1%	-0.8%
2013	17,112	-0.6%	8.5%	-1.6%	143,929,000	1.0%	7.4%	-0.7%
2014	16,783	-1.9%	7.4%	-1.1%	146,305,000	1.7%	6.2%	-1.2%
2015 YTD Average*	16,879	0.6%	6.6%	-0.7%	147,101,667	0.5%	5.8%	-0.4%
Mar-2014	16,937	-	7.5%	-	145,090,000	-	6.8%	-
Mar-2015	17,025	0.5%	6.4%	-1.1%	147,635,000	1.8%	5.6%	-1.2%

Source: U.S. Bureau of Labor Statistics May 2015

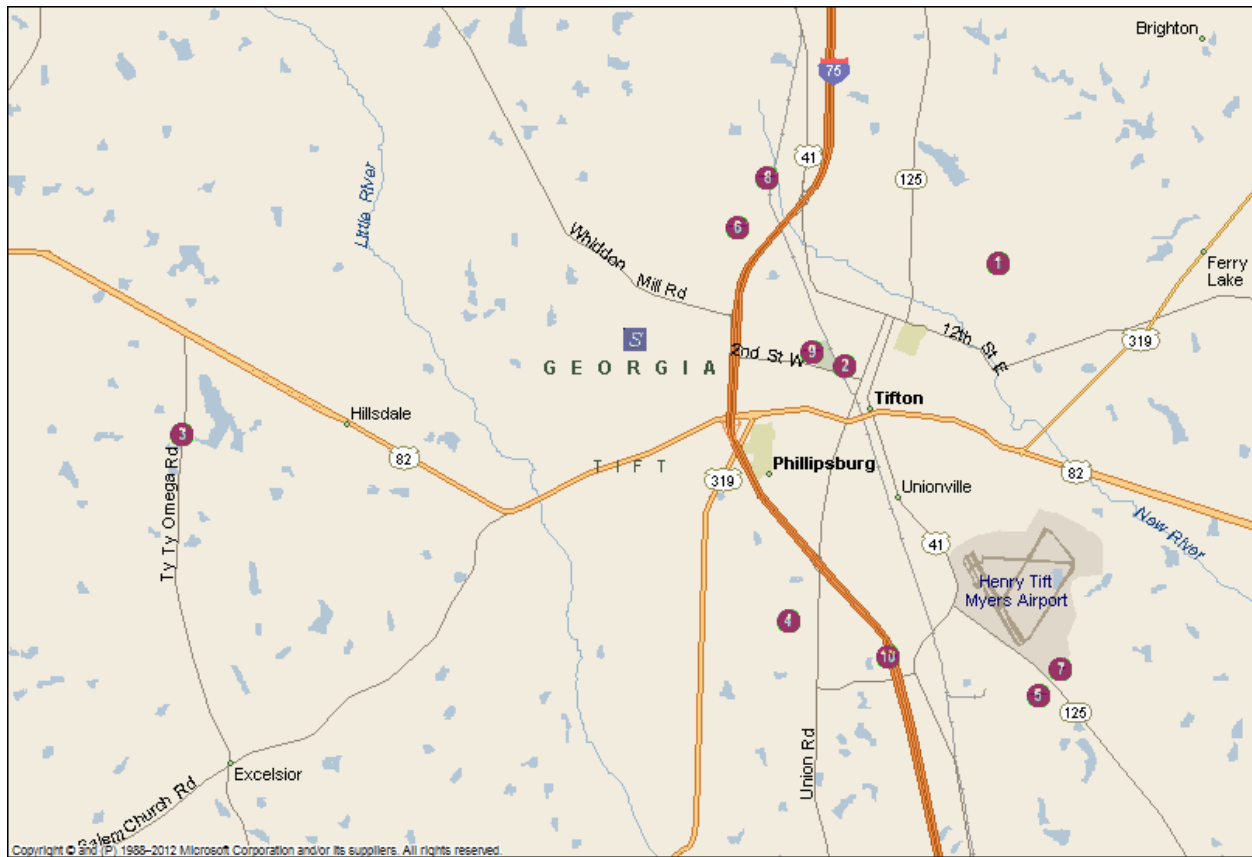
\*2015 data is through Nov

Historically, total employment as well as unemployment rates in the MSA have underperformed the nation as a whole. Total employment generally increased from 2001 to 2006, then experienced declining rates from 2006 to 2010. Over this same time period, unemployment rates increased from 5.1 percent to 12.0 percent. Since 2011, the local economy has stabilized somewhat with a declining unemployment rate, while employment totals have fluctuated moderately in the last four years, and declined in 2013 and 2014.



### 5. Map of Site and Major Employment Concentrations

The following map and table details the largest employers in Tift County.



### MAJOR EMPLOYERS

#### Tift County, GA

#	Company	Industry	Number of Employees
1	Tift Regional Medical Center	Healthcare	1,700
2	Tift County Board of Education	Education	1,061
3	Lewis Taylor Farms	Agriculture	600
4	Target Distribution Center	Retail Trade	579
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6	UGA Tifton Campus	Education	450
7	Walmart Pharmacy Distribution Center	Retail Trade	419
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9	Tift County	Government	349
10	Tifton Campus - Moultrie Technical College	Education	291

Source: Tifton-Tift County Chamber of Commerce, May 2014



## **Conclusion**

The largest industries in the PMA are health care/social assistance, retail trade, educational services, and manufacturing. Together, these four industries comprise half of the employment in the PMA. The MSA experienced a significant decrease in total employment between 2006 and 2011, when unemployment increased to more than 12 percent over this period. The recent decreases in 2013 and 2014 in employment suggests that the local economy has been slow to recover from the national recession. Total employment in the MSA remains well below pre-recession levels. The unemployment rate in the MSA has remained above the nation since 2005. As of December 2014, the unemployment rate in the MSA was two percentage points above that of the nation. However, the MSA experienced a moderate decrease in unemployment of 1.1 percentage points between March 2014 and March 2015, indicating slight improvement in economic conditions.

# **PROJECT-SPECIFIC DEMAND ANALYSIS**

## DEMAND ANALYSIS

The following demand analysis evaluates the potential amount of qualified households, which the Subject would have a fair chance at capturing. The structure of the analysis is based on the guidelines provided by DCA.

### 1. INCOME RESTRICTIONS

LIHTC rents are based upon a percentage of the Area Median Gross Income (“AMI”), adjusted for household size and utilities. The Georgia Department of Community Affairs (“DCA”) will estimate the relevant income levels, with annual updates. The rents are calculated assuming that the maximum net rent a senior household will pay is 35 percent of its household income at the appropriate AMI level.

According to DCA, household size is assumed to be 1.5 persons per bedroom for LIHTC rent calculation purposes. For example, the maximum rent for a four-person household in a two-bedroom unit is based on an assumed household size of three persons (1.5 per bedroom).

To assess the likely number of tenants in the market area eligible to live in the Subject, we use Census information as provided by ESRI Information Systems, to estimate the number of potential tenants who would qualify to occupy the Subject as a LIHTC project.

The maximum income levels are based upon information obtained from the Rent and Income Limits Guidelines Table as accessed from the DCA website.

### 2. AFFORDABILITY

As discussed above, the maximum income is set by DCA while the minimum is based upon the minimum income needed to support affordability. This is based upon a standard of 35 percent. Lower and moderate-income families typically spend greater than 30 percent of their income on housing. These expenditure amounts can range higher than 50 percent depending upon market area. However, the 30 to 40 percent range is generally considered a reasonable range of affordability. DCA guidelines utilize 35 percent for families and 40 percent for seniors. We will use these guidelines to set the minimum income levels for the demand analysis.

### 3. DEMAND

The demand for the Subject will be derived from two sources: existing households and new households. These calculations are illustrated in the following tables.

#### 3A. DEMAND FROM NEW HOUSEHOLDS

The number of new households entering the market is the first level of demand calculated. We have utilized 2016, the anticipated date of market entry, as the base year for the analysis. Therefore, 2014 household population estimates are inflated to 2016 by interpolation of the difference between 2014 estimates and 2019 projections. This change in households is considered the gross potential demand for the Subject property. This number is adjusted for income eligibility and renter tenure. In the following tables this calculation is identified as Step 1. This is calculated as an annual demand number. In other words, this calculates the anticipated new households in 2016. This number takes the overall growth from 2014 to 2016 and applies it

to its respective income cohorts by percentage. This number does not reflect lower income households losing population, as this may be a result of simple dollar value inflation.

### **3B. DEMAND FROM EXISTING HOUSEHOLDS**

Demand for existing households is estimated by summing three sources of potential tenants. The first source (**2a.**) is tenants who are rent overburdened. These are households who are paying over 35 percent for family households and 40 percent for senior households of their income in housing costs. This data is interpolated using CHAS data based on appropriate income levels.

The second source (**2b.**) is households living in substandard housing. We will utilize this data to determine the number of current residents that are income eligible, renter tenure, overburdened and/or living in substandard housing and likely to consider the Subject.

In general, we will utilize this data to determine the number of current residents that are income eligible, renter tenure, overburdened and/or living in substandard housing and likely to consider the Subject.

### **3C. ELDERLY HOMEOWNERS LIKELY TO CONVERT TO RENTERSHIP**

The third source is those seniors likely to move from their own homes into rental housing. This source is only appropriate when evaluating senior properties and is determined by interviews with property managers in the PMA. This demand source is not evaluated for the proposed Subject family sites.

### **3D. OTHER**

DCA does not consider household turnover to be a source of market demand. Therefore, we have not accounted for household turnover in our demand analysis.

## **4. NET DEMAND, CAPTURE RATES AND STABILIZATION CALCULATIONS**

The following pages will outline the overall demand components added together (3(a), 3(b) and 3(c)) less the supply of competitive developments awarded and/or constructed from 2013 to the present.

### **ADDITIONS TO SUPPLY**

Additions to supply will lower the number of potential qualified households. Pursuant to our understanding of DCA guidelines, we have deducted the following units from the demand analysis.

- Comparable/competitive LIHTC and bond units (vacant or occupied) that have been funded, are under construction, or placed in service in 2013 or 2014.
- Vacancies in projects placed in service prior to 2013 that have not reached stabilized occupancy (i.e. at least 90 percent occupied).
- Comparable/competitive conventional or market rate units that are proposed, are under construction, or have entered the market from 2013 to present. As the following discussion will demonstrate, competitive market rate units are those with rent levels that are comparable to the proposed rents at the Subject.

Per GA DCA guidelines, competitive units are defined as those units that are of similar size and configuration and provide alternative housing to a similar tenant population, at rent levels comparative to those proposed for the Subject development.

Based on DCA’s allocation lists, and our interviews with Carl Fortson, Director of Development Services Department with the City of Tifton, there is currently one project planned to start construction in 2015. According to Mr. Fortson, the project named Groves Place, located at 2282 Rainwater Road, will consist of 56 LIHTC senior units. There will be a combination of one- and two-bedroom units at the property. Since this project will be age-restricted and the Subject will target families, the properties will compete for different renter households. As such, this property that is preparing to start construction will not compete with the Subject and is not considered as competitive supply in our demand analysis.

There are currently no other LIHTC multifamily properties proposed for the Subject’s PMA. Additionally, there are no market rate properties proposed, planned, or under construction, or that have entered the market in 2013 or 2014 with rent levels that are competitive with LIHTC rent levels.

**PMA OCCUPANCY**

Per DCA’s guidelines, we have determined the average occupancy rate based on all available competitive conventional and LIHTC properties in the PMA. We have provided a combined average occupancy level for the PMA based on the total competitive units we were able to survey in the PMA. The bold properties were included as comparables.

GENERAL OVERVIEW OF PMA OCCUPANCY										
Property Name	Occupancy Rate	Units	Address	City	Type	Tenancy	Included/ Excluded	Reason for Exclusion	Distance from Subject	
Harbor Pointe	100%	56	88 Richards Drive	Tifton	LIHTC/Market	Senior	Excluded	Dissimilar Tenancy	4.6	
<b>Magnolia Place</b>	<b>100%</b>	<b>37</b>	<b>4 Pertilla Place</b>	<b>Tifton</b>	<b>LIHTC</b>	<b>Family</b>	<b>Included</b>	N/A	<b>3.9</b>	
Meadow Crossing	N/A	36	408 Spinks Drive	Omega	RD 515	Family	Excluded	Rents Subsidized	8.0	
<b>The Groves</b>	<b>100%</b>	<b>96</b>	<b>2826 Rainwater Road</b>	<b>Tifton</b>	<b>LIHTC/Market</b>	<b>Family</b>	<b>Included</b>	N/A	<b>1.8</b>	
<b>Tiffany Square</b>	<b>100%</b>	<b>46</b>	<b>1430 Prince Avenue</b>	<b>Tifton</b>	<b>LIHTC</b>	<b>Family</b>	<b>Included</b>	N/A	<b>3.6</b>	
<b>Tifton Estates</b>	<b>100%</b>	<b>34</b>	<b>1510 Coley St</b>	<b>Tifton</b>	<b>LIHTC/Market</b>	<b>Family</b>	<b>Included</b>	N/A	<b>2.9</b>	
Westbury Place	N/A	84	311 S. Virginia Avenue	Tifton	LIHTC/Market	Family	Excluded	Could not Contact	2.0	
Amelia Apartments	100%	40	2010 Emmett Ave	Tifton	Market	Family	Excluded	Age	2.8	
Azalea Trace Apartments	100%	17	38 Pertilla Place	Tifton	Section 8	Family	Excluded	Rents Subsidized	3.8	
Brookfield Mews	98%	120	99 Tifton Eldorado Rd	Tifton	Section 8	Family	Excluded	Rents Subsidized	3.8	
<b>Creekside Villas</b>	<b>100%</b>	<b>32</b>	<b>1685 Central Avenue N.</b>	<b>Tifton</b>	<b>Market</b>	<b>Family</b>	<b>Included</b>	N/A	<b>3.2</b>	
<b>Cypress Suites</b>	<b>95%</b>	<b>40</b>	<b>98 Kent Road</b>	<b>Tifton</b>	<b>Market</b>	<b>Family</b>	<b>Included</b>	N/A	<b>4.6</b>	
Huntington Apartments	100%	56	111 20th Street West	Tifton	Market	Family	Excluded	Condition and Age	3.4	
Meadowood Apts	100%	80	2800 Tift Ave	Tifton	RD 515	Family	Excluded	Rents Subsidized	4.2	
Options For Living East	100%	5	1606 Redfox Trail	Tifton	Section 8	Family	Excluded	Rents Subsidized	1.7	
Park Place	97%	60	2610 Emmett Ave	Tifton	Market	Family	Excluded	Would not Participate	3.0	
<b>Regency Apartments</b>	<b>100%</b>	<b>48</b>	<b>411 Virginia Avenue</b>	<b>Tifton</b>	<b>Market</b>	<b>Family</b>	<b>Included</b>	N/A	<b>2.0</b>	
<b>Sunnyside Apartments</b>	<b>97%</b>	<b>72</b>	<b>909 20th Street West</b>	<b>Tifton</b>	<b>Market</b>	<b>Family</b>	<b>Included</b>	N/A	<b>2.8</b>	
<b>The Oaks At Carpenter</b>	<b>94%</b>	<b>36</b>	<b>101 Oak Forest Lane</b>	<b>Tifton</b>	<b>Market</b>	<b>Family</b>	<b>Included</b>	N/A	<b>0.9</b>	
Turtle Cove	100%	40	198 Osprey Circle	Tifton	Market	Family	Excluded	Single-Family Homes	4.5	
Village Square	100%	40	1401 Newton Drive	Tifton	RD 515	Family	Excluded	Rents Subsidized	4.2	
Virginia Place Apartments	95%	22	1015 Park Avenue N.	Tifton	Market	Family	Excluded	Bedroom Types	2.7	
Wildwood Apartments	100%	88	1220 Sussex Dr	Tifton	RD 515	Family	Excluded	Rents Subsidized	4.0	
Wilton Arms Apartments	100%	12	128 First Street	Tifton	Market	Family	Excluded	Small Size	3.0	

As the previous table demonstrates, the overall occupancy rate in the PMA is high and indicates strong demand for the existing supply at approximately 99 percent.

### Rehab Developments and PBRA

For any properties that are rehab developments, the capture rates will be based on those units that are vacant, or whose tenants will be rent burdened or over income as listed on the Tenant Relocation Spreadsheet.

Units that are subsidized with PBRA or whose rents are more than 20 percent lower than the rent for other units of the same bedroom size in the same AMI band and comprise less than 10 percent of total units in the same AMI band will not be used in determining project demand. In addition, any units, if priced 30 percent lower than the average market rent for the bedroom type in any income segment, will be assumed to be leasable in the market and deducted from the total number of units in the project for determining capture rates.

As new construction, this methodology does not apply to the Subject.

### Capture Rates

The above calculations and derived capture rates are illustrated in the following tables.

Renter Household Income Distribution 2015-2019							
The Residences at West Haven							
PMA							
	2015		Projected Mkt Entry January 2017		2019		Percent Growth
	#	%	#	%	#	%	
\$0-9,999	1,509	24.0%	1,516	24.1%	1,529	24.2%	1.3%
\$10,000-19,999	1,264	20.1%	1,270	20.2%	1,280	20.2%	1.2%
\$20,000-29,999	778	12.4%	781	12.4%	785	12.4%	0.9%
\$30,000-39,999	738	11.7%	743	11.8%	751	11.9%	1.8%
\$40,000-49,999	551	8.8%	549	8.7%	545	8.6%	-1.1%
\$50,000-59,999	342	5.4%	345	5.5%	349	5.5%	2.2%
\$60,000-74,999	424	6.7%	416	6.6%	404	6.4%	-4.7%
\$75,000-99,999	424	6.7%	421	6.7%	416	6.6%	-1.9%
\$100,000-124,999	87	1.4%	87	1.4%	88	1.4%	1.5%
\$125,000-149,999	65	1.0%	68	1.1%	73	1.1%	10.9%
\$150,000-199,999	59	0.9%	58	0.9%	58	0.9%	-1.2%
\$200,000+	42	0.7%	43	0.7%	44	0.7%	3.8%
Total	6,282	100.0%	6,297	100.0%	6,322	100.0%	0

Households by Tenure Projected Mkt Entry January 2017		
	Number	Percentage
Renter	6,297	41.6%
Owner	8,846	58.4%
Total	15,143	100.0%

Renter Household Size for Projected Mkt Entry January 2017		
Size	Number	Percentage
1	2,119	33.66%
2	1,468	23.32%
3	1,087	17.26%
4	854	13.56%
5+	768	12.20%
Total	6,297	100%

50% AMI

Calculation of New Renter Household Demand by Income Cohort by % of AMI

Percent of AMI Level		50%			
Minimum Income Limit		\$15,703			
Maximum Income Limit		\$28,350		5	
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry January 2017		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	3.61			
\$10,000-19,999	3.03	20.2%	4,297	43.0%	1
\$20,000-29,999	1.86	12.4%	8,350	83.5%	2
\$30,000-39,999	1.77	11.8%		0.0%	0
\$40,000-49,999	1.31	8.7%		0.0%	0
\$50,000-59,999	0.82	5.5%		0.0%	0
\$60,000-74,999	0.99	6.6%		0.0%	0
\$75,000-99,999	1.00	6.7%		0.0%	0
\$100,000-124,999	0.21	1.4%		0.0%	0
\$125,000-149,999	0.16	1.1%		0.0%	0
\$150,000-199,999	0.14	0.9%		0.0%	0
\$200,000+	0.10	0.7%		0.0%	0
	15	100.0%			3
Percent of renter households within limits versus total number of renter households					19.02%

Calculation of Potential Household Demand by Income Cohort by % of AMI

Percent of AMI Level		50%			
Minimum Income Limit		\$15,703			
Maximum Income Limit		\$28,350		5	
Income Category	Total Renter Households PMA Prj Mrkt Entry January 2017		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	1,516			
\$10,000-19,999	1,270	20.2%	\$4,297	43.0%	546
\$20,000-29,999	781	12.4%	\$8,350	83.5%	652
\$30,000-39,999	743	11.8%		0.0%	0
\$40,000-49,999	549	8.7%		0.0%	0
\$50,000-59,999	345	5.5%		0.0%	0
\$60,000-74,999	416	6.6%		0.0%	0
\$75,000-99,999	421	6.7%		0.0%	0
\$100,000-124,999	87	1.4%		0.0%	0
\$125,000-149,999	68	1.1%		0.0%	0
\$150,000-199,999	58	0.9%		0.0%	0
\$200,000+	43	0.7%		0.0%	0
	6,297	100.0%			1,198
Percent of renter households within limits versus total number of renter households					19.02%

Does the Project Benefit from Rent Subsidy? (Y/N)

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

2015 Median Income

Change from 2015 to Prj Mrkt Entry January 2017

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No
Family
Rural
35%
\$32,978
\$36,704
\$3,726
10.2%
0.1%
0.1%
Two year adjustment
1.0000
\$28,350
\$28,350
5
50%
\$458
\$458.00

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	55%	45%	0%	0%	0%	100%
2	0%	5%	95%	0%	0%	0%	100%
3	0%	0%	65%	35%	0%	0%	100%
4	0%	0%	0%	90%	10%	0%	100%
5+	0%	0%	0%	85%	15%	0%	100%

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2015 to Prj Mrkt Entry January 2017

Income Target Population		50%
New Renter Households PMA		15
Percent Income Qualified		19.0%
New Renter Income Qualified Households		3

STEP 2a. Please refer to text for complete explanation.

Demand from Existing Households 2015

Demand form Rent Overburdened Households

Income Target Population		50%
Total Existing Demand		6,297
Income Qualified		19.0%
Income Qualified Renter Households		1,198
Percent Rent Overburdened Prj Mrkt Entry January 2017		26.9%
Rent Overburdened Households		322

STEP 2b. Please refer to text for complete explanation.

Demand from Living in Substandard Housing

Income Qualified Renter Households		1,198
Percent Living in Substandard Housing		0.5%
Households Living in Substandard Housing		6

STEP 2c. Please refer to text for complete explanation.

Senior Households Converting from Homeownership

Income Target Population		50%
Total Senior Homeowners		0
Rural Versus Urban	5.0%	
Senior Demand Converting from Homeownership		0

Total Demand

Total Demand from Existing Households		327
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		327
Total New Demand		3
Total Demand (New Plus Existing Households)		330

Demand from Seniors Who Convert from Homeownership		0
Percent of Total Demand From Homeownership Conversion		0.0%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	33.7%	111
Two Persons	23.3%	77
Three Persons	17.3%	57
Four Persons	13.6%	45
Five Persons	12.2%	40
Total	100.0%	330



To place Person Demand into Bedroom Type Units		
Of one-person households in 1BR units	55%	61
Of two-person households in 1BR units	5%	4
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	45%	50
Of two-person households in 2BR units	95%	73
Of three-person households in 2BR units	65%	37
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	35%	20
Of four-person households in 3BR units	90%	40
Of five-person households in 3BR units	85%	34
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	10%	4
Of five-person households in 4BR units	15%	6
Total Demand		330
Check		OK
Total Demand by Bedroom		50%
1 BR		65
2 BR		160
3 BR		94
Total Demand		319
Additions To Supply 2015 to Prj Mrkt Entry January 2017		50%
0 BR		0
1 BR		0
2 BR		0
3 BR		0
4 BR		0
5 BR		0
Total		0
Net Demand		50%
1 BR		65
2 BR		160
3 BR		94
Total		319
Developer's Unit Mix		50%
1 BR		1
2 BR		5
3 BR		4
Total		10
Capture Rate Analysis		50%
1 BR		1.5%
2 BR		3.1%
3 BR		4.2%
Total		3.1%

60% AMI

Calculation of New Renter Household Demand by Income Cohort by % of AMI

Percent of AMI Level		60%			
Minimum Income Limit		\$18,549			
Maximum Income Limit		\$34,020		5	
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry January 2017		Renter Households within Bracket		Percent within Cohort
	Income Brackets	Percent within Cohort	Income Brackets	Percent within Cohort	
\$0-9,999	3.61	24.1%		0.0%	0
\$10,000-19,999	3.03	20.2%	1,451	14.5%	0
\$20,000-29,999	1.86	12.4%	9,999	100.0%	2
\$30,000-39,999	1.77	11.8%	4,020	40.2%	1
\$40,000-49,999	1.31	8.7%		0.0%	0
\$50,000-59,999	0.82	5.5%		0.0%	0
\$60,000-74,999	0.99	6.6%		0.0%	0
\$75,000-99,999	1.00	6.7%		0.0%	0
\$100,000-124,999	0.21	1.4%		0.0%	0
\$125,000-149,999	0.16	1.1%		0.0%	0
\$150,000-199,999	0.14	0.9%		0.0%	0
\$200,000+	0.10	0.7%		0.0%	0
	15	100.0%			3
Percent of renter households within limits versus total number of renter households					20.07%

Calculation of Potential Household Demand by Income Cohort by % of AMI

Percent of AMI Level		60%			
Minimum Income Limit		\$18,549			
Maximum Income Limit		\$34,020		5	
Income Category	Total Renter Households PMA Prj Mrkt Entry January 2017		Households within Bracket		Percent within Cohort
	Income Brackets	Percent within Cohort	Income Brackets	Percent within Cohort	
\$0-9,999	1,516	24.1%		0.0%	0
\$10,000-19,999	1,270	20.2%	\$1,451	14.5%	184
\$20,000-29,999	781	12.4%	\$9,999	100.0%	781
\$30,000-39,999	743	11.8%	\$4,020	40.2%	299
\$40,000-49,999	549	8.7%		0.0%	0
\$50,000-59,999	345	5.5%		0.0%	0
\$60,000-74,999	416	6.6%		0.0%	0
\$75,000-99,999	421	6.7%		0.0%	0
\$100,000-124,999	87	1.4%		0.0%	0
\$125,000-149,999	68	1.1%		0.0%	0
\$150,000-199,999	58	0.9%		0.0%	0
\$200,000+	43	0.7%		0.0%	0
	6,297	100.0%			1,264
Percent of renter households within limits versus total number of renter households					20.07%

Does the Project Benefit from Rent Subsidy? (Y/N)

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

2015 Median Income

Change from 2015 to Prj Mrkt Entry January 2017

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No
Family
Rural
35%
\$32,978
\$36,704
\$3,726
10.2%
0.1%
0.1%
Two year adjustment
1.0000
\$34,020
\$34,020
5
60%
\$541
\$541.00

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	55%	45%	0%	0%	0%	100%
2	0%	5%	95%	0%	0%	0%	100%
3	0%	0%	65%	35%	0%	0%	100%
4	0%	0%	0%	90%	10%	0%	100%
5+	0%	0%	0%	85%	15%	0%	100%

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2015 to Prj Mrkt Entry January 2017

Income Target Population		60%
New Renter Households PMA		15
Percent Income Qualified		20.1%
New Renter Income Qualified Households		3

STEP 2a. Please refer to text for complete explanation.

Demand from Existing Households 2015

Demand form Rent Overburdened Households

Income Target Population		60%
Total Existing Demand		6,297
Income Qualified		20.1%
Income Qualified Renter Households		1,264
Percent Rent Overburdened Prj Mrkt Entry January 2017		26.9%
Rent Overburdened Households		340

STEP 2b. Please refer to text for complete explanation.

Demand from Living in Substandard Housing

Income Qualified Renter Households		1,264
Percent Living in Substandard Housing		0.5%
Households Living in Substandard Housing		6

STEP 2c. Please refer to text for complete explanation.

Senior Households Converting from Homeownership

Income Target Population		60%
Total Senior Homeowners		0
Rural Versus Urban	5.0%	
Senior Demand Converting from Homeownership		0

Total Demand

Total Demand from Existing Households		345
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		345
Total New Demand		3
Total Demand (New Plus Existing Households)		348

Demand from Seniors Who Convert from Homeownership		0
Percent of Total Demand From Homeownership Conversion		0.0%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	33.7%	117
Two Persons	23.3%	81
Three Persons	17.3%	60
Four Persons	13.6%	47
Five Persons	12.2%	42
Total	100.0%	348

To place Person Demand into Bedroom Type Units		
Of one-person households in 1BR units	55%	64
Of two-person households in 1BR units	5%	4
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	45%	53
Of two-person households in 2BR units	95%	77
Of three-person households in 2BR units	65%	39
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	35%	21
Of four-person households in 3BR units	90%	42
Of five-person households in 3BR units	85%	36
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	10%	5
Of five-person households in 4BR units	15%	6
Total Demand		348
Check		OK
Total Demand by Bedroom		60%
1 BR		68
2 BR		169
3 BR		100
Total Demand		337
Additions To Supply 2015 to Prj Mrkt Entry January 2017		60%
0 BR		0
1 BR		0
2 BR		0
3 BR		0
4 BR		0
5 BR		0
Total		0
Net Demand		60%
1 BR		68
2 BR		169
3 BR		100
Total		337
Developer's Unit Mix		60%
1 BR		3
2 BR		19
3 BR		16
Total		38
Capture Rate Analysis		60%
1 BR		4.4%
2 BR		11.3%
3 BR		16.1%
Total		11.3%

Overall Demand

Calculation of Potential Household Demand by Income Cohort by % of AMI

Percent of AMI Level			Overall		
Minimum Income Limit			\$15,703		
Maximum Income Limit			\$34,020		
			5		
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry January 2017		Income Brackets	Percent within Cohort	Renter Households within Bracket
\$0-9,999	3.61	24.1%		0.0%	0
\$10,000-19,999	3.03	20.2%	4,297	43.0%	1
\$20,000-29,999	1.86	12.4%	9,999	100.0%	2
\$30,000-39,999	1.77	11.8%	4,020	40.2%	1
\$40,000-49,999	1.31	8.7%		0.0%	0
\$50,000-59,999	0.82	5.5%		0.0%	0
\$60,000-74,999	0.99	6.6%		0.0%	0
\$75,000-99,999	1.00	6.7%		0.0%	0
\$100,000-124,999	0.21	1.4%		0.0%	0
\$125,000-149,999	0.16	1.1%		0.0%	0
\$150,000-199,999	0.14	0.9%		0.0%	0
\$200,000+	0.10	0.7%		0.0%	0
	15	100.0%			4
Percent of renter households within limits versus total number of renter households					25.81%

Calculation of New Renter Household Demand by Income Cohort by % of AMI

Percent of AMI Level			Overall		
Minimum Income Limit			\$15,703		
Maximum Income Limit			\$34,020		
			5		
Income Category	Total Renter Households PMA Prj Mrkt Entry January 2017		Income Brackets	Percent within Cohort	Households within Bracket
\$0-9,999	1,516	24.1%		0.0%	0
\$10,000-19,999	1,270	20.2%	\$4,297	43.0%	546
\$20,000-29,999	781	12.4%	\$9,999	100.0%	781
\$30,000-39,999	743	11.8%	\$4,020	40.2%	299
\$40,000-49,999	549	8.7%		0.0%	0
\$50,000-59,999	345	5.5%		0.0%	0
\$60,000-74,999	416	6.6%		0.0%	0
\$75,000-99,999	421	6.7%		0.0%	0
\$100,000-124,999	87	1.4%		0.0%	0
\$125,000-149,999	68	1.1%		0.0%	0
\$150,000-199,999	58	0.9%		0.0%	0
\$200,000+	43	0.7%		0.0%	0
	6,297	100.0%			1,625
Percent of renter households within limits versus total number of renter households					25.81%

Does the Project Benefit from Rent Subsidy? (Y/N)

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

2015 Median Income

Change from 2015 to Prj Mrkt Entry January 2017

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No
Family
Rural
35%
\$32,978
\$36,704
\$3,726
10.2%
0.1%
0.1%
Two year adjustment
1.0000
\$34,020
\$34,020
\$5
Overall
\$458
\$458.00

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	55%	45%	0%	0%	0%	100%
2	0%	5%	95%	0%	0%	0%	100%
3	0%	0%	65%	35%	0%	0%	100%
4	0%	0%	0%	90%	10%	0%	100%
5+	0%	0%	0%	85%	15%	0%	100%

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2015 to Prj Mrkt Entry January 2017

Income Target Population		Overall
New Renter Households PMA		15
Percent Income Qualified		25.8%
New Renter Income Qualified Households		4

STEP 2a. Please refer to text for complete explanation.

Demand from Existing Households 2015

Demand form Rent Overburdened Households

Income Target Population		Overall
Total Existing Demand		6,297
Income Qualified		25.8%
Income Qualified Renter Households		1,625
Percent Rent Overburdened Prj Mrkt Entry January 2017		26.9%
Rent Overburdened Households		437

STEP 2b. Please refer to text for complete explanation.

Demand from Living in Substandard Housing

Income Qualified Renter Households		1,625
Percent Living in Substandard Housing		0.5%
Households Living in Substandard Housing		7

STEP 2c. Please refer to text for complete explanation.

Senior Households Converting from Homeownership

Income Target Population		Overall
Total Senior Homeowners		0
Rural Versus Urban	5.0%	
Senior Demand Converting from Homeownership		0

Total Demand

Total Demand from Existing Households		444
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		444
Total New Demand		4
Total Demand (New Plus Existing Households)		448

Demand from Seniors Who Convert from Homeownership		0
Percent of Total Demand From Homeownership Conversion		0.0%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	33.7%	151
Two Persons	23.3%	104
Three Persons	17.3%	77
Four Persons	13.6%	61
Five Persons	12.2%	55
Total	100.0%	448

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	55%	83
Of two-person households in 1BR units	5%	5
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	45%	68
Of two-person households in 2BR units	95%	99
Of three-person households in 2BR units	65%	50
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	35%	27
Of four-person households in 3BR units	90%	55
Of five-person households in 3BR units	85%	46
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	10%	6
Of five-person households in 4BR units	15%	8
Total Demand		448

Total Demand by Bedroom	Overall
1 BR	88
2 BR	217
3 BR	128
Total Demand	434

Additions To Supply 2015 to Prj Mrkt Entry January 2017	Overall
0 BR	0
1 BR	0
2 BR	0
3 BR	0
4 BR	0
5 BR	0
Total	0

Net Demand	Overall
1 BR	88
2 BR	217
3 BR	128
Total	434

Developer's Unit Mix	Overall
1 BR	4
2 BR	24
3 BR	20
Total	48

Capture Rate Analysis	Overall
1 BR	4.5%
2 BR	11.0%
3 BR	15.6%
Total	11.1%

## Conclusions

We have conducted such an analysis to determine a base of demand for the Subject as a LIHTC property. Several factors affect the indicated capture rates and are discussed following.

- The number of households in the PMA is expected to remain relatively unchanged between 2014 to the market entry date. The percentage of renter-occupied households in the PMA is expected to remain essentially the same through the market entry date. More than two-thirds of the households in the PMA have annual earnings below \$40,000.
- This demand analysis does not measure the PMA's or Subject's ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.



**CAPTURE RATE ANALYSIS CHART**

Unit Size	Income Limits	Units Proposed	Total Demand*	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Min-Max	Proposed Rents
1BR @ 50% AMI	\$15,703-\$21,000	1	65	0	65	1.5%	One Month	\$472	\$259-\$725	\$317
1BR @ 60% AMI	\$18,549-\$25,200	3	68	0	68	4.4%	Two Months	\$472	\$259-\$725	\$400
2BR @ 50% AMI	\$17,489-\$23,650	5	160	0	160	3.1%	Two Months	\$569	\$299-\$875	\$330
2BR @ 60% AMI	\$21,429-\$28,380	19	169	0	169	11.2%	Five Months	\$569	\$299-\$875	\$445
3BR @ 50% AMI	\$21,771-\$28,350	4	94	0	94	4.3%	Two Months	\$682	\$351-\$925	\$416
3BR @ 60% AMI	\$25,509-\$34,020	16	100	0	100	16.0%	Five Months	\$682	\$351-\$925	\$525
50% AMI LIHTC	\$15,703-\$28,350	10	319	0	319	3.1%	Two Months	\$472-\$682	\$259-\$925	\$317-\$416
60% AMI LIHTC	\$18,549-\$34,020	38	337	0	337	11.3%	Five Months	\$472-\$682	\$259-\$925	\$400-\$525
Overall LIHTC	\$15,703-\$34,020	48	434	0	434	11.1%	Five Months	\$472-\$682	\$259-\$925	\$317-\$525

\*Note that demand for four-bedroom units is excluded from total demand numbers.

**Demand and Net Demand**

	HH at 50% AMI (\$15,703-\$28,350)	HH at 60% AMI (\$18,549-\$34,020)	All Tax Credit Households
Demand from New Households (age and income appropriate)	3	3	4
<b>PLUS</b>	+	+	+
Demand from Existing Renter Households - Substandard Housing	6	6	7
<b>PLUS</b>	+	+	+
Demand from Existing Renter Households - Rent Overburdened Households	322	340	437
<b>PLUS</b>	+	+	+
<b>Secondary Market Demand adjustment IF ANY Subject to 15% Limitation</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Sub Total</b>	<b>331</b>	<b>349</b>	<b>448</b>
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicable)	0	0	0
<b>Equals Total Demand</b>	<b>331</b>	<b>349</b>	<b>448</b>
<b>Less</b>	-	-	-
Supply of comparable LIHTC or Market Rate housing units built and/or planned in the projected market	0	0	0
<b>Equals Net Demand</b>	<b>331</b>	<b>349</b>	<b>448</b>

Note: Net demand includes support for one through four-bedroom units

As the analysis illustrates, the Subject's capture rate for its 50 percent AMI units is 3.1 percent, while the 60 percent AMI units are 11.3 percent. The Subject has an overall capture rate of 11.1 percent. This is also supported by the low vacancy rates at the stabilized comparables. Therefore, we believe there is adequate demand for the Subject.

## **H. COMPETITIVE RENTAL ANALYSIS**

**Survey of Comparable Project**

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes nine “true” comparable properties containing 441 units. A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided in this section. A map illustrating the location of the Subject in relation to comparable properties is also provided in this section. The properties are further profiled in the following write-ups. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

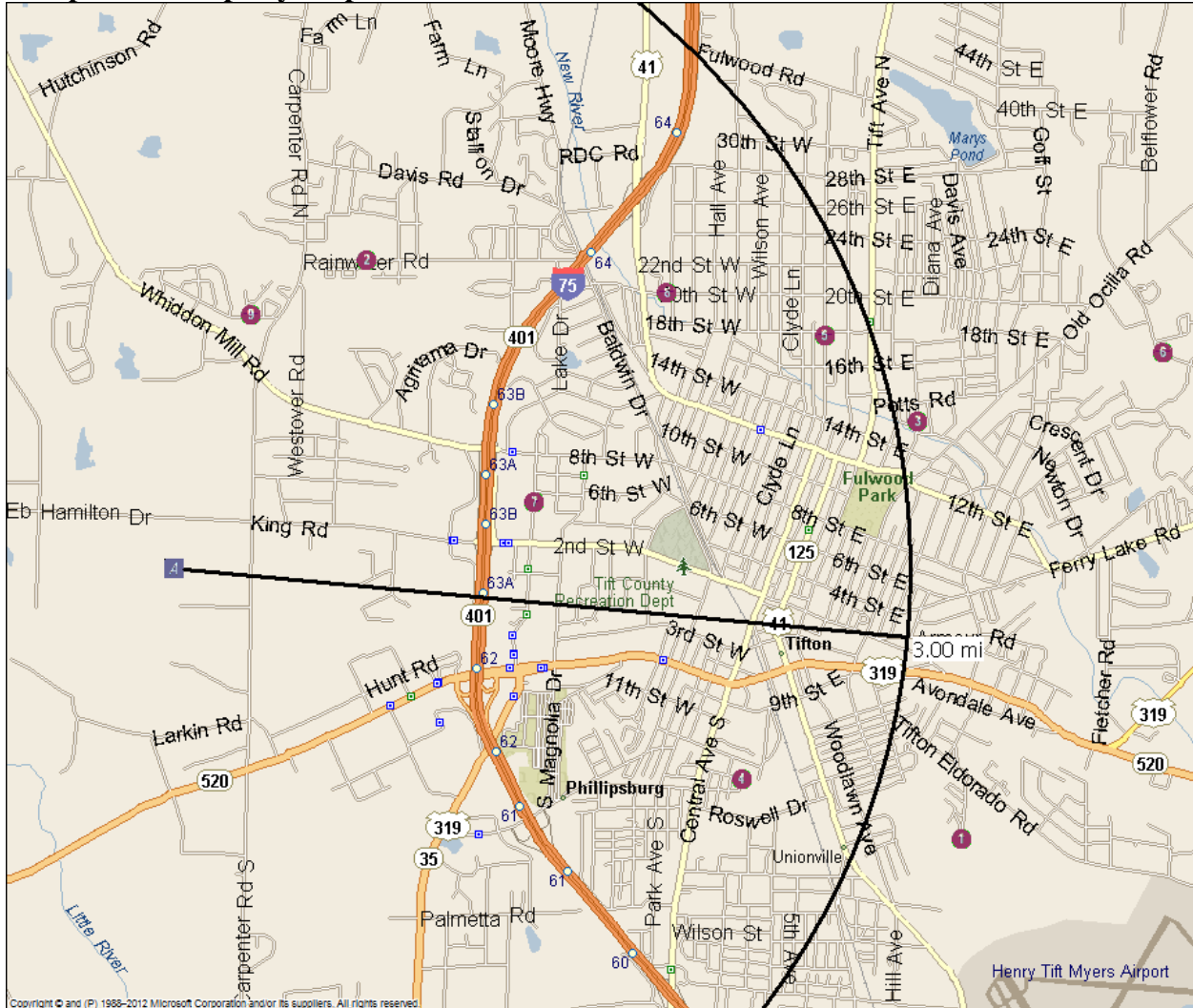
The availability of LIHTC is considered average. We have included four LIHTC properties, all of which are located in the PMA. We have included five market rate properties, all of which are also located within the PMA. Overall, we consider the availability of market data to be average.

**General Market Overview/Included/Excluded Properties**

The following table illustrates properties that are within the PMA or a similar market area. The table highlights occupancy. Some of these properties have been included as “true comparables.”

GENERAL OVERVIEW OF PMA OCCUPANCY									
Property Name	Occupancy Rate	Units	Address	City	Type	Tenancy	Included/ Excluded	Reason for Exclusion	Distance from Subject
Harbor Pointe	100%	56	88 Richards Drive	Tifton	LIHTC/Market	Senior	Excluded	Dissimilar Tenancy	4.6
Magnolia Place	100%	37	4 Pertilla Place	Tifton	LIHTC	Family	Included	N/A	3.9
Meadow Crossing	N/A	36	408 Spinks Drive	Omega	RD 515	Family	Excluded	Rents Subsidized	8.0
The Groves	100%	96	2826 Rainwater Road	Tifton	LIHTC/Market	Family	Included	N/A	1.8
Tiffany Square	100%	46	1430 Prince Avenue	Tifton	LIHTC	Family	Included	N/A	3.6
Tifton Estates	100%	34	1510 Coley St	Tifton	LIHTC/Market	Family	Included	N/A	2.9
Westbury Place	N/A	84	311 S. Virginia Avenue	Tifton	LIHTC/Market	Family	Excluded	Could not Contact	2.0
Amelia Apartments	100%	40	2010 Emmett Ave	Tifton	Market	Family	Excluded	Age	2.8
Azalea Trace Apartments	100%	17	38 Pertilla Place	Tifton	Section 8	Family	Excluded	Rents Subsidized	3.8
Brookfield Mews Apartments	98%	120	99 Tifton Eldorado Rd	Tifton	Section 8	Family	Excluded	Rents Subsidized	3.8
Creekside Villas	100%	32	1685 Central Avenue N.	Tifton	Market	Family	Included	N/A	3.2
Cypress Suites	95%	40	98 Kent Road	Tifton	Market	Family	Included	N/A	4.6
Huntington Apartments	100%	56	111 20th Street West	Tifton	Market	Family	Excluded	Condition and Age	3.4
Meadowwood Apts	100%	80	2800 Tift Ave	Tifton	RD 515	Family	Excluded	Rents Subsidized	4.2
Options For Living East One	100%	5	1606 Redfox Trail	Tifton	Section 8	Family	Excluded	Rents Subsidized	1.7
Park Place	97%	60	2610 Emmett Ave	Tifton	Market	Family	Excluded	Would not Participate	3.0
Regency Apartments	100%	48	411 Virginia Avenue	Tifton	Market	Family	Included	N/A	2.0
Sunnyside Apartments	97%	72	909 20th Street West	Tifton	Market	Family	Included	N/A	2.8
The Oaks At Carpenter	94%	36	101 Oak Forest Lane	Tifton	Market	Family	Included	N/A	0.9
Turtle Cove	100%	40	198 Osprey Circle	Tifton	Market	Family	Excluded	Single-Family Homes	4.5
Village Square	100%	40	1401 Newton Drive	Tifton	RD 515	Family	Excluded	Rents Subsidized	4.2
Virginia Place Apartments	95%	22	1015 Park Avenue N.	Tifton	Market	Family	Excluded	Bedroom Types	2.7
Wildwood Apartments	100%	88	1220 Sussex Dr	Tifton	RD 515	Family	Excluded	Rents Subsidized	4.0
Wilton Arms Apartments	100%	12	128 First Street	Tifton	Market	Family	Excluded	Small Size	3.0

**Comparable Property Map**



**COMPARABLE PROPERTIES**

#	Property Name	City	Type	Distance to Subject
1	Magnolia Place	Tifton	@50%	3.4 miles
2	The Groves	Tifton	@30%, @50%, @60%, Market	1.5 miles
3	Tiffany Square	Tifton	@60%	3.1 miles
4	Tifton Estates	Tifton	@50%, @60%, Market	2.5 miles
5	Creekside Villas	Tifton	Market	2.8 miles
6	Cypress Suites	Tifton	Market	4.1 miles
7	Regency Apartments	Tifton	Market	1.5 miles
8	Sunnyside Apartments	Tifton	Market	2.3 miles
9	The Oaks At Carpenter	Tifton	Market	1.1 miles

1. The following tables illustrate detailed information in a comparable framework for the Subject and the comparable properties.

SUMMARY MATRIX

Comp #	Project	Distance	Type / Built / Renovated	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate
Subject	The Residences At West Haven 2760 E B Hamilton Drive Tifton, GA 31793 Tift County	n/a	Garden (2 stories) n/a / n/a	@50%, @60%	1BR / 1BA	1	2.1%	@50%	\$317	811	yes	N/A	N/A	N/A
					1BR / 1BA	3	6.2%	@60%	\$400	811	no	N/A	N/A	N/A
					2BR / 2BA	5	10.4%	@50%	\$330	1,051	no	N/A	N/A	N/A
					2BR / 2BA	19	39.6%	@60%	\$445	1,051	no	N/A	N/A	N/A
					3BR / 2BA	4	8.3%	@50%	\$416	1,261	yes	N/A	N/A	N/A
					3BR / 2BA	16	33.3%	@60%	\$525	1,261	no	N/A	N/A	N/A
					48	100.0%							N/A	N/A
1	Magnolia Place 4 Pertilla Place Tifton, GA 31794 Tift County	3.4 miles	One-story 1995 / n/a	@50%	2BR / 1BA	19	51.4%	@50%	\$322	900	yes	Yes	0	0.0%
					3BR / 1.5BA	18	48.6%	@50%	\$351	1,100	yes	No	0	0.0%
						37	100.0%						0	0.0%
2	The Groves 2826 Rainwater Road Tifton, GA 31793 Tift County	1.5 miles	Garden (2 stories) 2006 / n/a	@30%, @50%, @60%, Market	1BR / 1BA	3	3.1%	@30%	\$157	857	yes	Yes	0	0.0%
					1BR / 1BA	15	15.6%	@50%	\$336	857	yes	Yes	0	0.0%
					1BR / 1BA	1	1.0%	@60%	\$380	857	yes	Yes	0	0.0%
					1BR / 1BA	5	5.2%	Market	\$485	475	n/a	Yes	0	0.0%
					2BR / 2BA	5	5.2%	@30%	\$182	1,137	yes	Yes	0	0.0%
					2BR / 2BA	30	31.2%	@50%	\$392	1,137	yes	Yes	0	0.0%
					2BR / 2BA	3	3.1%	@60%	\$392	1,137	yes	Yes	0	0.0%
					2BR / 2BA	10	10.4%	Market	\$560	1,137	n/a	Yes	0	0.0%
					3BR / 2BA	2	2.1%	@30%	\$220	1,270	yes	Yes	0	0.0%
					3BR / 2BA	15	15.6%	@50%	\$469	1,270	yes	Yes	0	0.0%
					3BR / 2BA	2	2.1%	@60%	\$489	1,270	yes	Yes	0	0.0%
					3BR / 2BA	5	5.2%	Market	\$635	1,270	n/a	Yes	0	0.0%
										96	100.0%			
3	Tiffany Square 1430 Prince Avenue Tifton, GA 31794 Tift County	3.1 miles	Garden (2 stories) 1973 / 1996	@60%	1BR / 1BA	2	4.3%	@60%	\$259	600	no	Yes	0	0.0%
					2BR / 1BA	44	95.7%	@60%	\$299	700	no	Yes	0	0.0%
						46	100.0%						0	0.0%
4	Tifton Estates 1510 Coley St Tifton, GA 31794 Tift County	2.5 miles	Single Family (2 stories) 2010 / n/a	@50%, @60%, Market	3BR / 2BA	4	11.80%	@50%	\$449	1,492	yes	Yes	0	0.00%
					3BR / 2BA	6	17.60%	@60%	\$569	1,492	yes	Yes	0	0.00%
					3BR / 2BA	1	2.90%	Market	\$664	1,492	yes	Yes	0	0.00%
					3BR / 2.5BA	4	11.80%	@50%	\$449	1,230	yes	Yes	0	0.00%
					3BR / 2.5BA	7	20.60%	@60%	\$569	1,230	yes	Yes	0	0.00%
					3BR / 2.5BA	2	5.90%	Market	\$664	1,230	yes	Yes	0	0.00%
					4BR / 2BA	2	5.90%	@50%	\$474	1,542	yes	Yes	0	0.00%
					4BR / 2BA	1	2.90%	@50%	\$474	1,564	yes	Yes	0	0.00%
					4BR / 2BA	3	8.80%	@60%	\$624	1,542	yes	Yes	0	0.00%
					4BR / 2BA	3	8.80%	@60%	\$624	1,564	yes	Yes	0	0.00%
					4BR / 2BA	1	2.90%	Market	\$689	1,542	yes	Yes	0	0.00%
					34	100.0%						0	0.0%	
5	Creekside Villas 1685 Central Avenue N. Tifton, GA 31794 Tift County	2.8 miles	Various (2 stories) 2014 / n/a	Market	1BR / 1BA (Garden)	N/A	N/A	Market	\$504	645	n/a	No	0	N/A
					2BR / 1BA (Garden)	N/A	N/A	Market	\$594	971	n/a	No	0	N/A
					2BR / 1.5BA (Townhouse)	N/A	N/A	Market	\$649	1,154	n/a	No	0	N/A
					2BR / 2.5BA (Townhouse)	N/A	N/A	Market	\$699	1,228	n/a	No	0	N/A
					3BR / 2BA (Townhouse)	N/A	N/A	Market	\$788	1,393	n/a	No	0	N/A
					32	100.0%						0	0.0%	
6	Cypress Suites 98 Kent Road Tifton, GA 31794 Tift County	4.1 miles	Garden (2 stories) 2008 / n/a	Market	1BR / 1BA	8	20.0%	Market	\$725	768	n/a	No	0	0.0%
					2BR / 2BA	16	40.0%	Market	\$875	1,331	n/a	No	1	6.2%
					3BR / 2BA	16	40.0%	Market	\$925	1,534	n/a	No	1	6.2%
					40	100.0%						2	5.0%	
7	Regency Apartments 411 Virginia Avenue Tifton, GA 31794 Tift County	1.5 miles	Garden 1969 / n/a	Market	2BR / 1BA	32	66.7%	Market	\$474	900	n/a	Yes	0	0.0%
					3BR / 2BA	16	33.3%	Market	\$563	1,200	n/a	Yes	0	0.0%
					48	100.0%							0	0.0%
8	Sunnyside Apartments 909 20th Street West Tifton, GA 31794 Tift County	2.3 miles	One-story 1985 / 2000	Market	Studio / 1BA	6	8.3%	Market	\$419	288	n/a	No	0	0.0%
					1BR / 1BA	56	77.8%	Market	\$479	576	n/a	No	1	1.8%
					2BR / 1BA	7	9.7%	Market	\$574	864	n/a	No	1	14.3%
					2BR / 2BA	3	4.2%	Market	\$574	864	n/a	No	0	0.0%
					72	100.0%						2	2.8%	
9	The Oaks At Carpenter 101 Oak Forest Lane Tifton, GA 31793 Tift County	1.1 miles	Garden (2 stories) 2008 / n/a	Market	2BR / 2BA	20	55.6%	Market	\$725	1,050	n/a	No	1	5.0%
					3BR / 2BA	16	44.4%	Market	\$825	1,350	n/a	No	1	6.2%
						36	100.0%						2	5.6%

The Residences at West Haven, «City», GA; Market Study

RENT AND SQUARE FOOTAGE RANKING -- All rents adjusted for utilities and concessions extracted from the market.						
Effective Rent Date:		May-15	Units Surveyed:	441	Weighted Occupancy:	98.6%
			Market Rate	228	Market Rate	97.4%
			Tax Credit	213	Tax Credit	100.0%
One Bedroom One Bath		Two Bedrooms Two Bath		Three Bedrooms Two Bath		
Property	Average	Property	Average	Property	Average	
RENT	Cypress Suites	\$725	Cypress Suites	\$875	Cypress Suites	\$925
	Creekside Villas	\$504	The Oaks At Carpenter	\$725	The Oaks At Carpenter	\$825
	The Groves * (M)	\$485	Creekside Villas (2.5BA)	\$699	Creekside Villas	\$788
	Sunnyside Apartments	\$479	Sunnyside Apartments	\$574	Tifton Estates * (M)	\$664
	<b>The Residences At West Haven * (60%)</b>	<b>\$400</b>	The Groves * (M)	\$560	The Groves * (M)	\$635
	The Groves * (60%)	\$380	Regency Apartments (1BA)	\$474	Tifton Estates * (60%)	\$569
	The Groves * (50%)	\$336	<b>The Residences At West Haven * (60%)</b>	<b>\$445</b>	Regency Apartments	\$563
	<b>The Residences At West Haven * (50%)</b>	<b>\$317</b>	The Groves * (50%)	\$392	<b>The Residences At West Haven * (60%)</b>	<b>\$525</b>
	Tiffany Square * (60%)	\$259	The Groves * (60%)	\$392	The Groves * (60%)	\$489
	The Groves * (30%)	\$157	<b>The Residences At West Haven * (50%)</b>	<b>\$330</b>	The Groves * (50%)	\$469
			Magnolia Place * (1BA 50%)	\$322	Tifton Estates * (50%)	\$449
			Tiffany Square * (1BA 60%)	\$299	<b>The Residences At West Haven * (50%)</b>	<b>\$416</b>
			The Groves * (30%)	\$182	Magnolia Place * (1.5BA 50%)	\$351
					The Groves * (30%)	\$220
SQUARE FOOTAGE	The Groves * (30%)	857	Cypress Suites	1,331	Cypress Suites	1,534
	The Groves * (50%)	857	Creekside Villas (2.5BA)	1,228	Tifton Estates * (50%)	1,492
	The Groves * (60%)	857	The Groves * (30%)	1,137	Tifton Estates * (60%)	1,492
	<b>The Residences At West Haven * (50%)</b>	<b>811</b>	The Groves * (50%)	1,137	Tifton Estates * (M)	1,492
	<b>The Residences At West Haven * (60%)</b>	<b>811</b>	The Groves * (60%)	1,137	Creekside Villas	1,393
	Cypress Suites	768	The Groves * (M)	1,137	The Oaks At Carpenter	1,350
	Creekside Villas	645	<b>The Residences At West Haven * (50%)</b>	<b>1,051</b>	The Groves * (30%)	1,270
	Tiffany Square * (60%)	600	<b>The Residences At West Haven * (60%)</b>	<b>1,051</b>	The Groves * (50%)	1,270
	Sunnyside Apartments	576	The Oaks At Carpenter	1,050	The Groves * (60%)	1,270
	The Groves * (M)	475	Magnolia Place * (1BA 50%)	900	The Groves * (M)	1,270
			Regency Apartments (1BA)	900	<b>The Residences At West Haven * (50%)</b>	<b>1,261</b>
			Sunnyside Apartments	864	<b>The Residences At West Haven * (60%)</b>	<b>1,261</b>
			Tiffany Square * (1BA 60%)	700	Regency Apartments	1,200
					Magnolia Place * (1.5BA 50%)	1,100
RENT PER SQUARE FOOT	The Groves * (M)	\$1.02	The Oaks At Carpenter	\$0.69	The Oaks At Carpenter	\$0.61
	Cypress Suites	\$0.94	Sunnyside Apartments	\$0.66	Cypress Suites	\$0.60
	Sunnyside Apartments	\$0.83	Cypress Suites	\$0.66	Creekside Villas	\$0.57
	Creekside Villas	\$0.78	Creekside Villas (2.5BA)	\$0.57	The Groves * (M)	\$0.50
	<b>The Residences At West Haven * (60%)</b>	<b>\$0.49</b>	Regency Apartments (1BA)	\$0.53	Regency Apartments	\$0.47
	The Groves * (60%)	\$0.44	The Groves * (M)	\$0.49	Tifton Estates * (M)	\$0.45
	Tiffany Square * (60%)	\$0.43	Tiffany Square * (1BA 60%)	\$0.43	<b>The Residences At West Haven * (60%)</b>	<b>\$0.42</b>
	The Groves * (50%)	\$0.39	<b>The Residences At West Haven * (60%)</b>	<b>\$0.42</b>	The Groves * (60%)	\$0.39
	<b>The Residences At West Haven * (50%)</b>	<b>\$0.39</b>	Magnolia Place * (1BA 50%)	\$0.36	Tifton Estates * (60%)	\$0.38
	The Groves * (30%)	\$0.18	The Groves * (50%)	\$0.34	The Groves * (50%)	\$0.37
			The Groves * (60%)	\$0.34	<b>The Residences At West Haven * (50%)</b>	<b>\$0.33</b>
			<b>The Residences At West Haven * (50%)</b>	<b>\$0.31</b>	Magnolia Place * (1.5BA 50%)	\$0.32
			The Groves * (30%)	\$0.16	Tifton Estates * (50%)	\$0.30
					The Groves * (30%)	\$0.17

# PROPERTY PROFILE REPORT

## Magnolia Place

**Effective Rent Date** 5/05/2015  
**Location** 4 Pertilla Place  
 Tifton, GA 31794  
 Tift County  
**Distance** 3.4 miles  
**Units** 37  
**Vacant Units** 0  
**Vacancy Rate** 0.0%  
**Type** One-story  
**Year Built/Renovated** 1995 / N/A  
**Marketing Began** N/A  
**Leasing Began** N/A  
**Last Unit Leased** N/A  
**Major Competitors** Meadow Crossing  
**Tenant Characteristics** Varied tenancy from Tift County and surrounding counties; 50% seniors  
**Contact Name** Joyce  
**Phone** 229-382-1344



### Market Information

**Program** @50%  
**Annual Turnover Rate** 19%  
**Units/Month Absorbed** 2  
**HCV Tenants** 22%  
**Leasing Pace** Within one week  
**Annual Chg. in Rent** None  
**Concession** None

### Utilities

**A/C** not included -- central  
**Cooking** not included -- gas  
**Water Heat** not included -- gas  
**Heat** not included -- gas  
**Other Electric** not included  
**Water** included  
**Sewer** included  
**Trash Collection** included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	1	One-story	19	900	\$373	\$0	@50%	Yes	0	0.0%	yes	None
3	1.5	One-story	18	1,100	\$413	\$0	@50%	No	0	0.0%	yes	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 1BA	\$373	\$0	\$373	-\$51	\$322
3BR / 1.5BA	\$413	\$0	\$413	-\$62	\$351

### Amenities

#### In-Unit

Balcony/Patio  
 Carpeting  
 Oven  
 Washer/Dryer hookup

Blinds  
 Central A/C  
 Refrigerator

#### Security

None

#### Services

None

#### Property

Clubhouse/Meeting  
 Off-Street Parking  
 Picnic Area

Central Laundry  
 On-Site Management  
 Playground

#### Premium

None

#### Other

None



## **Magnolia Place, continued**

### **Comments**

The contact reported that the property maintains a waiting list of four households for two-bedroom units and three households for three-bedroom units. The property manager reported that the property offers two parking spaces per unit. According to the contact, demand for affordable housing is high; however, this property has not increased rents since 2013.

Photos



# PROPERTY PROFILE REPORT

## The Groves

<b>Effective Rent Date</b>	4/07/2015
<b>Location</b>	2826 Rainwater Road Tifton, GA 31793 Tift County
<b>Distance</b>	1.5 miles
<b>Units</b>	96
<b>Vacant Units</b>	0
<b>Vacancy Rate</b>	0.0%
<b>Type</b>	Garden (2 stories)
<b>Year Built/Renovated</b>	2006 / N/A
<b>Marketing Began</b>	N/A
<b>Leasing Began</b>	12/19/2006
<b>Last Unit Leased</b>	N/A
<b>Major Competitors</b>	None identified
<b>Tenant Characteristics</b>	Majority are from the Tifton area with 10% seniors.
<b>Contact Name</b>	Candace
<b>Phone</b>	229-388-1283



### Market Information

<b>Program</b>	@30%, @50%, @60%, Market
<b>Annual Turnover Rate</b>	19%
<b>Units/Month Absorbed</b>	3
<b>HCV Tenants</b>	0%
<b>Leasing Pace</b>	Within one week
<b>Annual Chg. in Rent</b>	None
<b>Concession</b>	None

### Utilities

<b>A/C</b>	not included -- central
<b>Cooking</b>	not included -- electric
<b>Water Heat</b>	not included -- gas
<b>Heat</b>	not included -- gas
<b>Other Electric</b>	not included
<b>Water</b>	not included
<b>Sewer</b>	not included
<b>Trash Collection</b>	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	3	857	\$157	\$0	@30%	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	15	857	\$336	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	1	857	\$380	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	5	475	\$485	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (2 stories)	5	1,137	\$182	\$0	@30%	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	30	1,137	\$392	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	3	1,137	\$392	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	10	1,137	\$560	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden (2 stories)	2	1,270	\$220	\$0	@30%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	15	1,270	\$469	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	2	1,270	\$489	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	5	1,270	\$635	\$0	Market	Yes	0	0.0%	N/A	None

## The Groves, continued

### Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$157	\$0	\$157	\$0	\$157	1BR / 1BA	\$336	\$0	\$336	\$0	\$336
2BR / 2BA	\$182	\$0	\$182	\$0	\$182	2BR / 2BA	\$392	\$0	\$392	\$0	\$392
3BR / 2BA	\$220	\$0	\$220	\$0	\$220	3BR / 2BA	\$469	\$0	\$469	\$0	\$469
@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$380	\$0	\$380	\$0	\$380	1BR / 1BA	\$485	\$0	\$485	\$0	\$485
2BR / 2BA	\$392	\$0	\$392	\$0	\$392	2BR / 2BA	\$560	\$0	\$560	\$0	\$560
3BR / 2BA	\$489	\$0	\$489	\$0	\$489	3BR / 2BA	\$635	\$0	\$635	\$0	\$635

### Amenities

#### In-Unit

Balcony/Patio  
 Carpeting  
 Coat Closet  
 Exterior Storage  
 Oven  
 Walk-In Closet  
 Washer/Dryer hookup

Blinds  
 Central A/C  
 Dishwasher  
 Ceiling Fan  
 Refrigerator  
 Washer/Dryer

#### Security

Perimeter Fencing

#### Services

None

#### Property

Basketball Court  
 Clubhouse/Meeting  
 Central Laundry  
 On-Site Management  
 Playground

Business Center/Computer Lab  
 Exercise Facility  
 Off-Street Parking  
 Picnic Area  
 Swimming Pool

#### Premium

None

#### Other

None

### Comments

The management reported that the property currently maintains a waiting list that is 50-60 households long. The contact reported that the property offers approximately two parking spaces per unit. When asked about the demand for affordable housing in the area, the management reported that it remains strong. The contact added that the property usually maintains a lengthy waiting list which often "scares potential tenants away." Demand for 50 and 60 percent LIHTC units is very high. The manager stated there is not enough housing in Tifton. The contact reported that the property accepts Housing Choice Vouchers, none of which reside in the market rate units.

# The Groves, continued

## Photos



# PROPERTY PROFILE REPORT

## Tiffany Square

**Effective Rent Date** 5/01/2015  
**Location** 1430 Prince Avenue  
 Tifton, GA 31794  
 Tift County  
**Distance** 3.1 miles  
**Units** 46  
**Vacant Units** 0  
**Vacancy Rate** 0.0%  
**Type** Garden (2 stories)  
**Year Built/Renovated** 1973 / 1996  
**Marketing Began** N/A  
**Leasing Began** N/A  
**Last Unit Leased** N/A  
**Major Competitors** The Groves  
**Tenant Characteristics** Mixture of families and seniors  
**Contact Name** Mandy  
**Phone** (229) 382-2142



### Market Information

**Program** @60%  
**Annual Turnover Rate** 5%  
**Units/Month Absorbed** N/A  
**HCV Tenants** 8%  
**Leasing Pace** N/A  
**Annual Chg. in Rent** none  
**Concession** none

### Utilities

**A/C** not included -- central  
**Cooking** not included -- electric  
**Water Heat** not included -- electric  
**Heat** not included -- electric  
**Other Electric** not included  
**Water** included  
**Sewer** included  
**Trash Collection** included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	2	600	\$300	\$0	@60%	Yes	0	0.0%	no	None
2	1	Garden (2 stories)	44	700	\$350	\$0	@60%	Yes	0	0.0%	no	None

### Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$300	\$0	\$300	-\$41	\$259
2BR / 1BA	\$350	\$0	\$350	-\$51	\$299

### Amenities

In-Unit	Security	Services
Blinds Central A/C Refrigerator	None	None
Property Central Laundry Playground	Premium	Other
	None	None

### Comments

The current wait list is approximately 12 households. The property is managed by a nonprofit, Tift County Residential Housing Corporation. Confirmed that rents have not increased at property in several years.

Photos



# PROPERTY PROFILE REPORT

## Tifton Estates

**Effective Rent Date** 4/15/2015  
**Location** 1510 Coley St  
 Tifton, GA 31794  
 Tift County  
**Distance** 2.5 miles  
**Units** 34  
**Vacant Units** 0  
**Vacancy Rate** 0.0%  
**Type** Single Family (2 stories)  
**Year Built/Renovated** 2010 / N/A  
**Marketing Began** N/A  
**Leasing Began** N/A  
**Last Unit Leased** N/A  
**Major Competitors** The Grove  
**Tenant Characteristics** Majority families. Most of the tenants are from Tifton.  
**Contact Name** April Turner  
**Phone** 229.388.8255



### Market Information

**Program** @50%, @60%, Market  
**Annual Turnover Rate** 10%  
**Units/Month Absorbed** 8  
**HCV Tenants** 3%  
**Leasing Pace** Pre-leased  
**Annual Chg. in Rent** Increased three to four percent  
**Concession** None

### Utilities

**A/C** not included -- central  
**Cooking** not included -- electric  
**Water Heat** not included -- electric  
**Heat** not included -- electric  
**Other Electric** not included  
**Water** not included  
**Sewer** not included  
**Trash Collection** not included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
3	2	Single Family (2 stories)	4	1,492	\$435	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Single Family (2 stories)	6	1,492	\$555	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Single Family (2 stories)	1	1,492	\$650	\$0	Market	Yes	0	0.0%	yes	None
3	2.5	Single Family (2 stories)	4	1,230	\$435	\$0	@50%	Yes	0	0.0%	yes	None
3	2.5	Single Family (2 stories)	7	1,230	\$555	\$0	@60%	Yes	0	0.0%	yes	None
3	2.5	Single Family (2 stories)	2	1,230	\$650	\$0	Market	Yes	0	0.0%	yes	None
4	2	Single Family (2 stories)	2	1,542	\$460	\$0	@50%	Yes	0	0.0%	yes	None
4	2	Single Family (2 stories)	1	1,564	\$460	\$0	@50%	Yes	0	0.0%	yes	None
4	2	Single Family (2 stories)	3	1,542	\$610	\$0	@60%	Yes	0	0.0%	yes	None
4	2	Single Family (2 stories)	3	1,564	\$610	\$0	@60%	Yes	0	0.0%	yes	None
4	2	Single Family (2 stories)	1	1,542	\$675	\$0	Market	Yes	0	0.0%	yes	None



## Tifton Estates, continued

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
3BR / 2BA	\$435	\$0	\$435	\$14	\$449	3BR / 2BA	\$555	\$0	\$555	\$14	\$569
3BR / 2.5BA	\$435	\$0	\$435	\$14	\$449	3BR / 2.5BA	\$555	\$0	\$555	\$14	\$569
4BR / 2BA	\$460	\$0	\$460	\$14	\$474	4BR / 2BA	\$610	\$0	\$610	\$14	\$624
Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent						
3BR / 2BA	\$650	\$0	\$650	\$14	\$664						
3BR / 2.5BA	\$650	\$0	\$650	\$14	\$664						
4BR / 2BA	\$675	\$0	\$675	\$14	\$689						

### Amenities

In-Unit	Security	Services
Blinds	None	None
Central A/C		
Dishwasher		
Ceiling Fan		
Hand Rails		
Oven		
Walk-In Closet		
Carpeting		
Coat Closet		
Exterior Storage		
Garbage Disposal		
Microwave		
Refrigerator		
Washer/Dryer hookup		
Property	Premium	Other
Business Center/Computer Lab	None	Library
Exercise Facility		
Off-Street Parking		
Picnic Area		
Clubhouse/Meeting		
Central Laundry		
On-Site Management		
Playground		

### Comments

The property currently maintains a waiting list of 15 households.

# PROPERTY PROFILE REPORT

## Creekside Villas

<b>Effective Rent Date</b>	5/01/2015
<b>Location</b>	1685 Central Avenue N. Tifton, GA 31794 Tift County
<b>Distance</b>	2.8 miles
<b>Units</b>	32
<b>Vacant Units</b>	0
<b>Vacancy Rate</b>	0.0%
<b>Type</b>	Various (2 stories)
<b>Year Built/Renovated</b>	2014 / N/A
<b>Marketing Began</b>	N/A
<b>Leasing Began</b>	N/A
<b>Last Unit Leased</b>	N/A
<b>Major Competitors</b>	N/A
<b>Tenant Characteristics</b>	Singles, families, and seniors from Tifton. 13% seniors.
<b>Contact Name</b>	Allison
<b>Phone</b>	229-386-9931



### Market Information

<b>Program</b>	Market
<b>Annual Turnover Rate</b>	N/A
<b>Units/Month Absorbed</b>	N/A
<b>HCV Tenants</b>	0%
<b>Leasing Pace</b>	N/A
<b>Annual Chg. in Rent</b>	None
<b>Concession</b>	None

### Utilities

<b>A/C</b>	not included -- central
<b>Cooking</b>	not included -- electric
<b>Water Heat</b>	not included -- electric
<b>Heat</b>	not included -- electric
<b>Other Electric</b>	not included
<b>Water</b>	included
<b>Sewer</b>	included
<b>Trash Collection</b>	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden	N/A	645	\$545	\$0	Market	No	0	N/A	N/A	None
2	1	Garden	N/A	971	\$645	\$0	Market	No	0	N/A	N/A	None
2	1.5	Townhouse	N/A	1,154	\$700	\$0	Market	No	0	N/A	N/A	None
2	2.5	Townhouse	N/A	1,228	\$750	\$0	Market	No	0	N/A	N/A	None
3	2	Townhouse	N/A	1,393	\$850	\$0	Market	No	0	N/A	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$545	\$0	\$545	-\$41	\$504
2BR / 1BA	\$645	\$0	\$645	-\$51	\$594
2BR / 1.5BA	\$700	\$0	\$700	-\$51	\$649
2BR / 2.5BA	\$750	\$0	\$750	-\$51	\$699
3BR / 2BA	\$850	\$0	\$850	-\$62	\$788

## Creekside Villas, continued

### Amenities

**In-Unit**

Balcony/Patio  
Carpeting  
Dishwasher  
Oven  
Washer/Dryer hookup

Blinds  
Central A/C  
Ceiling Fan  
Refrigerator

**Security**

None

**Services**

None

**Property**

Off-Street Parking

**Premium**

None

**Other**

None

### Comments

None

Photos



# PROPERTY PROFILE REPORT

## Cypress Suites

<b>Effective Rent Date</b>	4/08/2015
<b>Location</b>	98 Kent Road Tifton, GA 31794 Tift County
<b>Distance</b>	4.1 miles
<b>Units</b>	40
<b>Vacant Units</b>	2
<b>Vacancy Rate</b>	5.0%
<b>Type</b>	Garden (2 stories)
<b>Year Built/Renovated</b>	2008 / N/A
<b>Marketing Began</b>	N/A
<b>Leasing Began</b>	1/14/2008
<b>Last Unit Leased</b>	N/A
<b>Major Competitors</b>	Virginia Place, Cottage Creek
<b>Tenant Characteristics</b>	Mixed tenancy, predominately working professionals, with 10% seniors.
<b>Contact Name</b>	Julie Walker
<b>Phone</b>	229-386-2727



### Market Information

<b>Program</b>	Market
<b>Annual Turnover Rate</b>	10%
<b>Units/Month Absorbed</b>	7
<b>HCV Tenants</b>	0%
<b>Leasing Pace</b>	Within one month
<b>Annual Chg. in Rent</b>	None
<b>Concession</b>	None

### Utilities

<b>A/C</b>	not included -- central
<b>Cooking</b>	not included -- electric
<b>Water Heat</b>	not included -- electric
<b>Heat</b>	not included -- electric
<b>Other Electric</b>	not included
<b>Water</b>	not included
<b>Sewer</b>	not included
<b>Trash Collection</b>	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	8	768	\$725	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	16	1,331	\$875	\$0	Market	No	1	6.2%	N/A	None
3	2	Garden (2 stories)	16	1,534	\$925	\$0	Market	No	1	6.2%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$725	\$0	\$725	\$0	\$725
2BR / 2BA	\$875	\$0	\$875	\$0	\$875
3BR / 2BA	\$925	\$0	\$925	\$0	\$925

## Cypress Suites, continued

### Amenities

**In-Unit**

Balcony/Patio  
Carpet/Hardwood  
Central A/C  
Dishwasher  
Oven  
Washer/Dryer hookup

Blinds  
Carpeting  
Coat Closet  
Ceiling Fan  
Refrigerator

**Security**

None

**Services**

None

**Property**

Off-Street Parking  
Playground

Picnic Area

**Premium**

None

**Other**

Gazebo

### Comments

Management reported that the property does not currently have a waiting list. The manager reported that garbage is included in the rent, as well as pest control. The property offers approximately two parking spaces per unit for two and three-bedroom units, and one parking space per unit for one-bedroom units. The manager was unable to comment on the demand for affordable housing in the area. Units typically stay vacant for less than one month.

Photos



# PROPERTY PROFILE REPORT

## Regency Apartments

<b>Effective Rent Date</b>	4/08/2015
<b>Location</b>	411 Virginia Avenue Tifton, GA 31794 Tift County
<b>Distance</b>	1.5 miles
<b>Units</b>	48
<b>Vacant Units</b>	0
<b>Vacancy Rate</b>	0.0%
<b>Type</b>	Garden
<b>Year Built/Renovated</b>	1969 / N/A
<b>Marketing Began</b>	N/A
<b>Leasing Began</b>	N/A
<b>Last Unit Leased</b>	N/A
<b>Major Competitors</b>	Meadowwood Apartments, Amelia Apartments
<b>Tenant Characteristics</b>	Majority from Tifton with very little seniors
<b>Contact Name</b>	Jaime
<b>Phone</b>	(229) 387-0800



### Market Information

<b>Program</b>	Market
<b>Annual Turnover Rate</b>	20%
<b>Units/Month Absorbed</b>	N/A
<b>HCV Tenants</b>	0%
<b>Leasing Pace</b>	Within two weeks
<b>Annual Chg. in Rent</b>	See comments
<b>Concession</b>	None

### Utilities

<b>A/C</b>	not included -- central
<b>Cooking</b>	not included -- electric
<b>Water Heat</b>	not included -- electric
<b>Heat</b>	not included -- electric
<b>Other Electric</b>	not included
<b>Water</b>	included
<b>Sewer</b>	included
<b>Trash Collection</b>	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	1	Garden	32	900	\$525	\$0	Market	Yes	0	0.0%	N/A	AVG*
3	2	Garden	16	1,200	\$625	\$0	Market	Yes	0	0.0%	N/A	AVG*

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 1BA	\$525	\$0	\$525	-\$51	\$474
3BR / 2BA	\$625	\$0	\$625	-\$62	\$563

### Amenities

#### In-Unit

Blinds  
Central A/C  
Dishwasher  
Garbage Disposal  
Refrigerator  
Washer/Dryer hookup

Carpeting  
Coat Closet  
Ceiling Fan  
Oven  
Walk-In Closet

#### Security

None

#### Services

None

#### Property

Central Laundry  
On-Site Management

Off-Street Parking  
Swimming Pool

#### Premium

None

#### Other

None



## **Regency Apartments, continued**

### **Comments**

The manager reported that the rents of tenants who renew their leases have increased between three and four percent, while the rents of new tenants have increased six to eight percent. The property offers two parking spaces per unit, as well as visitors parking spaces. The manager reported that there have not been any recent renovations, however, roofing has been upgraded within the last 12 months. Contact noted there is not currently a wait list.

Photos



# PROPERTY PROFILE REPORT

## Sunnyside Apartments

<b>Effective Rent Date</b>	4/15/2015
<b>Location</b>	909 20th Street West Tifton, GA 31794 Tift County
<b>Distance</b>	2.3 miles
<b>Units</b>	72
<b>Vacant Units</b>	2
<b>Vacancy Rate</b>	2.8%
<b>Type</b>	One-story
<b>Year Built/Renovated</b>	1985 / 2000
<b>Marketing Began</b>	N/A
<b>Leasing Began</b>	N/A
<b>Last Unit Leased</b>	N/A
<b>Major Competitors</b>	Amelia Apartments, Park Place, Huntington
<b>Tenant Characteristics</b>	Students, single, couples, 14 percent seniors
<b>Contact Name</b>	Laura
<b>Phone</b>	229-386-2066



### Market Information

<b>Program</b>	Market
<b>Annual Turnover Rate</b>	50%
<b>Units/Month Absorbed</b>	N/A
<b>HCV Tenants</b>	0%
<b>Leasing Pace</b>	Within 30 days
<b>Annual Chg. in Rent</b>	None
<b>Concession</b>	None

### Utilities

<b>A/C</b>	not included -- central
<b>Cooking</b>	not included -- electric
<b>Water Heat</b>	not included -- electric
<b>Heat</b>	not included -- electric
<b>Other Electric</b>	not included
<b>Water</b>	included
<b>Sewer</b>	included
<b>Trash Collection</b>	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	One-story	6	288	\$450	\$0	Market	No	0	0.0%	N/A	None
1	1	One-story	56	576	\$520	\$0	Market	No	1	1.8%	N/A	None
2	1	One-story	7	864	\$625	\$0	Market	No	1	14.3%	N/A	None
2	2	One-story	3	864	\$625	\$0	Market	No	0	0.0%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$450	\$0	\$450	-\$31	\$419
1BR / 1BA	\$520	\$0	\$520	-\$41	\$479
2BR / 1BA	\$625	\$0	\$625	-\$51	\$574
2BR / 2BA	\$625	\$0	\$625	-\$51	\$574

## Sunnyside Apartments, continued

### Amenities

**In-Unit**

Balcony/Patio  
Carpeting  
Coat Closet  
Exterior Storage  
Microwave  
Refrigerator  
Washer/Dryer hookup

Blinds  
Central A/C  
Dishwasher  
Garbage Disposal  
Oven  
Vaulted Ceilings

**Security**

None

**Services**

None

**Property**

Central Laundry  
On-Site Management

Off-Street Parking

**Premium**

None

**Other**

None

### Comments

The contact reported that the tenant characteristics varying, but majority are singles or families. No rent change within the last year.

Photos



# PROPERTY PROFILE REPORT

## The Oaks At Carpenter

<b>Effective Rent Date</b>	4/08/2015
<b>Location</b>	101 Oak Forest Lane Tifton, GA 31793 Tift County
<b>Distance</b>	1.1 miles
<b>Units</b>	36
<b>Vacant Units</b>	2
<b>Vacancy Rate</b>	5.6%
<b>Type</b>	Garden (2 stories)
<b>Year Built/Renovated</b>	2008 / N/A
<b>Marketing Began</b>	N/A
<b>Leasing Began</b>	N/A
<b>Last Unit Leased</b>	N/A
<b>Major Competitors</b>	None identified
<b>Tenant Characteristics</b>	Varied tenancy from the local area, mostly families, few seniors.
<b>Contact Name</b>	Carol Stewart
<b>Phone</b>	229-850-0970



### Market Information

<b>Program</b>	Market
<b>Annual Turnover Rate</b>	30%
<b>Units/Month Absorbed</b>	N/A
<b>HCV Tenants</b>	0%
<b>Leasing Pace</b>	Within one week
<b>Annual Chg. in Rent</b>	approx 3%
<b>Concession</b>	None

### Utilities

<b>A/C</b>	not included -- central
<b>Cooking</b>	not included -- gas
<b>Water Heat</b>	not included -- gas
<b>Heat</b>	not included -- electric
<b>Other Electric</b>	not included
<b>Water</b>	not included
<b>Sewer</b>	not included
<b>Trash Collection</b>	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (2 stories)	20	1,050	\$725	\$0	Market	No	1	5.0%	N/A	None
3	2	Garden (2 stories)	16	1,350	\$825	\$0	Market	No	1	6.2%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 2BA	\$725	\$0	\$725	\$0	\$725
3BR / 2BA	\$825	\$0	\$825	\$0	\$825

### Amenities

In-Unit	Security	Services
Balcony/Patio	None	None
Cable/Satellite/Internet		
Central A/C		
Ceiling Fan		
Oven		
Washer/Dryer hookup		
Blinds		
Carpeting		
Dishwasher		
Microwave		
Refrigerator		
Property	Premium	Other
Off-Street Parking	None	None

## **The Oaks At Carpenter, continued**

### **Comments**

The contact added that demand for the units at the property remains strong. Two-bedroom units are in the highest demand in the area, according to the contact.

Photos





2. The following information is provided as required by DCA:

**Housing Choice Vouchers**

**TENANTS WITH VOUCHERS**

Comparable Property	Type	Housing Choice Voucher Tenants
Magnolia Place	LIHTC	22%
The Groves	LIHTC	0%
Tiffany Square	LIHTC	8%
Tifton Estates	LIHTC	3%
Creekside Villas	Market	0%
Cypress Suites	Market	0%
Regency Apartments	Market	0%
Sunnyside Apartments	Market	0%
The Oaks At Carpenter	Market	0%
<b>Average</b>		<b>4%</b>

As illustrated in the table, three of the LIHTC properties reported having voucher tenants. The average number of voucher tenants at the LIHTC properties is eight percent. None of the market rate properties reported currently having tenants utilizing housing choice vouchers. Overall, the local market does not appear to be dependent on voucher tenants, and we anticipate the Subject would maintain less than 10 percent voucher tenants.

**Lease Up History**

Only one of the comparables utilized in this report was able to provide absorption information. Creekside Villas, which opened 32 market rate units in April 2014 that are priced well above the proposed LIHTC rents, did not provide lease-up details, but this property likely leased-up quickly as a second quarter 2014 survey of Tifton indicated the property was fully-occupied. The following table details absorption information for one market rate property we surveyed.

**ABSORPTION**

Property Name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Cypress Suites	Market	Family	2008	40	7

As illustrated, the absorption rate for the market rate units at Cypress Suites was seven units per month when the property opened in 2008, during the national recession. This equates to an absorption period of five to six months to achieve stabilized occupancy.

Note that a property not used in this report due to its age-restricted nature is West Haven Senior Village, which is north of the Subject site. This 40-unit senior LIHTC community opened in June 2011 and was fully occupied by the end of October 2011. This five month leasing period equates to an average absorption rate of eight units per months for this property.

Overall, we anticipate that the Subject will absorb approximately nine to 10 units per month, for an absorption period of approximately five months. It should be noted that per DCA guidelines, absorption has been calculated to 93 percent occupancy.

**Phased Developments**

The Subject is not part of a phased development. The property north of the Subject site (West Haven Senior Village) is a fully-occupied senior property, which will not generally compete with the family units at the Subject.

**Rural Areas**

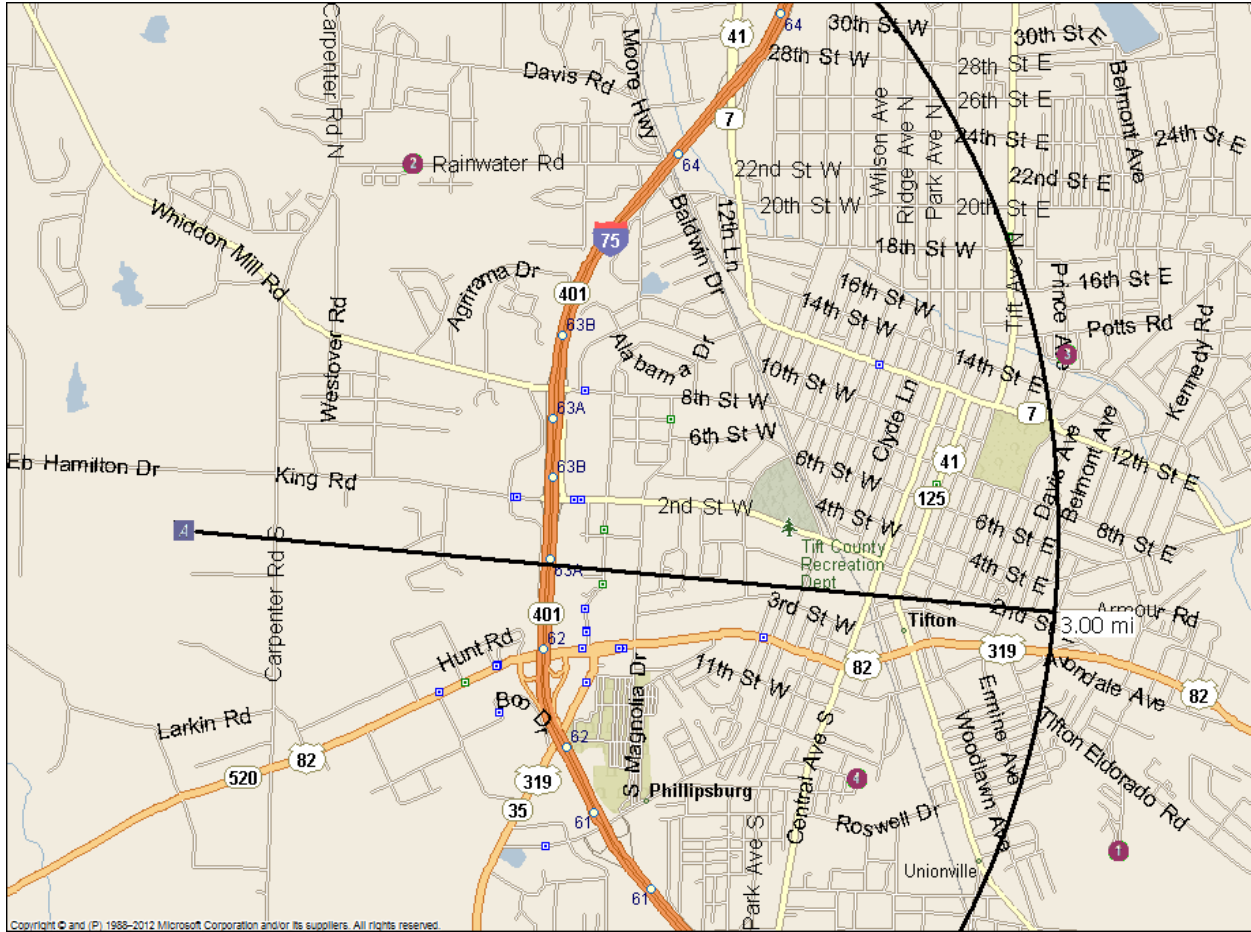
The Subject is located in Tifton, which is a rural community in southern Georgia. The following table illustrates the housing types located in the PMA by the number of units or type of units included.

<b>PMA HOUSING DISTRIBUTION</b>		
<b>Housing Type</b>	<b>Units</b>	<b>Percentage</b>
One-Detached	9,339	57.1%
One-Attached	266	1.6%
Two	888	5.4%
Three to Four	663	4.1%
Five to Nine	489	3.0%
Ten to 19	226	1.4%
20 to 49	189	1.2%
50+	220	1.3%
Mobile Homes	4,050	24.8%
Other	31	0.2%
<b>Total Housing</b>	<b>16,361</b>	<b>100.0%</b>

Source: ACS 2009-2013

Almost 84 percent of the area housing stock is single-family homes or mobile homes. Almost one-quarter of the area housing units are mobile homes. Most mobile homes in the market are owner-occupied based on our discussions with area rental managers. We were unable to obtain any details on specific mobile home rental units at the time of our market inspection. According to a review of area newspaper and internet advertisements, mobile homes in the Tifton market generally rent for \$250 to \$500 per month. This is dependent on the age, condition, bedrooms, features, and location of the mobile home. These mobile homes are smaller than the units the Subject will offer, are less secure, are typically in average to poor condition, and lack all the modern unit and project amenities the Subject will feature. In addition, these rentals are typically housing of last resort for renter households who may not be able to qualify for more conventional rental housing, such as apartments or single-family homes. As such, we anticipate most renters who will consider renting at the Subject would not likely also consider renting an area mobile home.

3. COMPETITIVE LIHTC PROJECT MAP



#	Property Name	Address	City	Type	Distance from Subject
1	Magnolia Place	4 Pertilla Place	Tifton	LIHTC	3.4 miles
2	The Groves	2826 Rainwater Road	Tifton	LIHTC/Market	1.5 miles
3	Tiffany Square	1430 Prince Avenue	Tifton	LIHTC	3.1 miles
4	Tifton Estates	1510 Coley St	Tifton	LIHTC/Market	2.5 miles

#### 4. Amenities

A detailed description of amenities included in both the Subject and the comparable properties can be found in the amenity matrix below. The matrix has been color coded. Those properties that offer an amenity that the Subject does not offer are shaded in pink, while those properties that do not offer an amenity that the Subject does offer are shaded in blue. Thus, the inferior properties can be identified by the blue and the superior properties can be identified by the pink.

UNIT MATRIX REPORT

	The Residences At West Haven	Magnolia Place	The Groves	Tiffany Square	Tifton Estates	Creekside Villas	Cypress Suites	Regency Apartments	Sunnyside Apartments	The Oaks At Carpenter
Comp #	Subject	1	2	3	4	5	6	7	8	9
<b>Property Information</b>										
Property Type	Garden (2 stories)	One-story	Garden (2 stories)	Garden (2 stories)	Single Family (2 stories)	Various (2 stories)	Garden (2 stories)	Garden	One-story	Garden (2 stories)
Year Built / Renovated Market (Conv.)/Subsidy Type	n/a / n/a	1995 / n/a	2006 / n/a @30%, @50%, @60%	1973 / 1996 @60%	2010 / n/a @50%, @60%	2014 / n/a	2008 / n/a	1969 / n/a	1985 / 2000	2008 / n/a
	@50%, @60%	@50%	Market	@60%	Market	Market	Market	Market	Market	Market
<b>Utility Adjustments</b>										
Cooking	no	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no
Water	no	yes	no	yes	no	yes	no	yes	yes	no
Sewer	no	yes	no	yes	no	yes	no	yes	yes	no
Trash Collection	yes	yes	yes	yes	no	yes	yes	yes	yes	yes
<b>In-Unit Amenities</b>										
Balcony/Patio	yes	yes	yes	no	no	yes	yes	no	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Cable/Satellite/Internet	no	no	no	no	no	no	no	no	no	yes
Carpet/Hardwood	no	no	no	no	no	no	yes	no	no	no
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Coat Closet	no	no	yes	no	yes	no	yes	yes	yes	no
Dishwasher	yes	no	yes	no	yes	yes	yes	yes	yes	yes
Exterior Storage	no	no	yes	no	yes	no	no	no	yes	no
Ceiling Fan	yes	no	yes	no	yes	yes	yes	yes	no	yes
Garbage Disposal	yes	no	no	no	yes	no	no	yes	yes	no
Hand Rails	no	no	no	no	yes	no	no	no	no	no
Microwave	yes	no	no	no	yes	no	no	no	yes	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Vaulted Ceilings	no	no	no	no	no	no	no	no	yes	no
Walk-In Closet	no	no	yes	no	yes	no	no	yes	no	no
Washer/Dryer	no	no	yes	no	no	no	no	no	no	no
Washer/Dryer hookup	yes	yes	yes	no	yes	yes	yes	yes	yes	yes
<b>Property Amenities</b>										
Basketball Court	no	no	yes	no	no	no	no	no	no	no
Business Center/Computer Lab	yes	no	yes	no	yes	no	no	no	no	no
Clubhouse/Meeting Room/Community Room	yes	yes	yes	no	yes	no	no	no	no	no
Exercise Facility	yes	no	yes	no	yes	no	no	no	no	no
Central Laundry	yes	yes	yes	yes	yes	no	no	yes	yes	no
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Management	yes	yes	yes	no	yes	no	yes	yes	yes	no
Picnic Area	yes	yes	yes	no	yes	no	yes	no	no	no
Playground	yes	yes	yes	yes	yes	no	yes	no	no	no
Swimming Pool	no	no	yes	no	no	no	no	yes	no	no
<b>Services</b>										
<b>Security</b>										
Perimeter Fencing	no	no	yes	no	no	no	no	no	no	no
<b>Other Amenities</b>										
Other	n/a	n/a	n/a	n/a	Library	n/a	Gazebo	n/a	n/a	n/a

The Subject will offer superior to inferior unit and project amenities compared to the LIHTC comparables. The Subject will have similar to slightly inferior unit amenities compared to market rate properties and will have superior project amenities package when evaluated against all the comparables.

5. The Subject will target family households. Therefore, per DCA’s guidelines, only family properties were included.

**6. Vacancy**

The following table illustrates the vacancy rates in the market.

<b>OVERALL VACANCY</b>				
<b>Property Name</b>	<b>Rent Structure</b>	<b>Total Units</b>	<b>Vacant Units</b>	<b>Vacancy Rate</b>
Magnolia Place	LIHTC	37	0	0.0%
The Groves	LIHTC/Market	96	0	0.0%
Tiffany Square	LIHTC	46	0	0.0%
Tifton Estates	LIHTC/Market	34	0	0.0%
Creekside Villas	Market	32	0	0.0%
Cypress Suites	Market	40	2	5.0%
Regency Apartments	Market	48	0	0.0%
Sunnyside Apartments	Market	72	2	2.8%
The Oaks At Carpenter	Market	36	2	5.6%
<b>Total LIHTC</b>		<b>189</b>	<b>0</b>	<b>0.0%</b>
<b>Total Market Rate</b>		<b>252</b>	<b>6</b>	<b>2.4%</b>
<b>Total</b>		<b>441</b>	<b>6</b>	<b>1.4%</b>

As illustrated, vacancy rates in the market range from zero to 5.6 percent, averaging 1.4 percent. The LIHTC comparable properties have no vacancies. The market rate comparables we surveyed have vacancy rates ranging from zero percent to 5.6 percent. The average market rate vacancy rate is 2.4 percent, indicating a stable market for market rate units. Further, all of the LIHTC comparables maintain waiting lists.

The Subject will be similar to superior to the market rate and LIHTC properties in terms of age and condition. Thus, we believe that the Subject will have a stabilized vacancy rate of five percent or less as a restricted property and will perform well, similar to other LIHTC properties.

**7. Properties Under Construction and Proposed**

Based on DCA’s allocation lists, there are currently no LIHTC multifamily properties proposed for the Subject’s PMA. Additionally, there are no market rate properties proposed, or under construction.

### 8. Rental Advantage

The following table illustrates the Subject’s similarity to the comparable properties. Following the table is a LIHTC rental analysis. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report.

Similarity Matrix								
#	Property Name	Type	Property	Unit Features	Location	Age / Condition	Unit Size	Overall Comparison
1	Magnolia Place	LIHTC	Slightly Inferior	Inferior	Similar	Slightly Inferior	Inferior	-30
2	The Groves	LIHTC/Market	Superior	Superior	Similar	Slightly Inferior	Slightly Superior	20
3	Tiffany Square	LIHTC	Inferior	Inferior	Similar	Inferior	Inferior	-40
4	Tifton Estates	LIHTC/Market	Similar	Superior	Similar	Similar	Superior	20
5	Creekside Villas	Market	Inferior	Slightly Superior	Similar	Similar	Similar	-5
6	Cypress Suites	Market	Inferior	Similar	Similar	Similar	Superior	0
7	Regency Apartments	Market	Slightly Inferior	Similar	Similar	Inferior	Inferior	-25
8	Sunnyside Apartments	Market	Inferior	Slightly Superior	Similar	Inferior	Inferior	-25
9	The Oaks At Carpenter	Market	Inferior	Similar	Similar	Similar	Slightly Superior	-5

\*Inferior=-10, slightly inferior=-5, similar=0, slightly superior=5, superior=10.

The rental rates at the LIHTC properties are compared to the Subject’s proposed 50 and 60 percent AMI rents in the following tables.

**LIHTC Rent Comparison - @50%**

Property Name	1BR	2BR	3BR
The Residences At West Haven (Subject)	\$317	\$330	\$416
<b>LIHTC Maximum (Net) - 2014</b>	<b>\$317</b>	<b>\$330</b>	<b>\$416</b>
<b>LIHTC HOLD Harmless (Net)</b>	<b>\$342</b>	<b>\$400</b>	<b>\$451</b>
Magnolia Place	-	\$322	\$351
The Groves	\$336	\$392	\$469
Tifton Estates	-	-	\$449
<b>Average (excluding Subject)</b>	<b>\$336</b>	<b>\$357</b>	<b>\$423</b>
<b>Achievable NOVOCO LIHTC</b>	<b>\$317</b>	<b>\$330</b>	<b>\$416</b>

**LIHTC Rent Comparison - @60%**

Property Name	1BR	2BR	3BR
The Residences At West Haven (Subject)	\$400	\$445	\$525
<b>LIHTC Maximum (Net)</b>	<b>\$408</b>	<b>\$480</b>	<b>\$543</b>
<b>LIHTC HOLD Harmless (Net)</b>	<b>\$439</b>	<b>\$516</b>	<b>\$585</b>
The Groves	\$380	\$392	\$489
Tiffany Square	\$259	\$299	-
Tifton Estates	-	-	\$569
<b>Average (excluding Subject)</b>	<b>\$320</b>	<b>\$346</b>	<b>\$529</b>
<b>Achievable NOVOCO LIHTC</b>	<b>\$400</b>	<b>\$445</b>	<b>\$525</b>

The Subject’s proposed one and three-bedroom LIHTC rents are set at the maximum allowable levels at 50 percent AMI, while two-bedroom 50 percent AMI and 60 percent AMI rents proposed are below maximum allowable rents at 60 percent AMI. The Groves is reporting 50 percent AMI rents above those at the Subject, which is due to differences in utility allowances used for calculations, as well as comparables being held harmless at higher maximum allowable rents. Magnolia Place is reporting rents below those proposed for the Subject, while Tifton Estates has three-bedroom rent at 50 percent AMI that is above the Subject’s proposed rent at this level. As such, the proposed 50 percent AMI rents are considered achievable for a new property that will have competitive unit and project amenities, as well as unit sizes.

The Subject's proposed 60 percent rents are above the comparable range, with the exception of the three-bedroom units at Tifton Estates, which has rents held harmless at higher maximum allowable levels. The rents at Tiffany Square are very low and are reflective of this property's numerous deficiencies.

The Subject will be considered the most similar to The Groves, one of the more modern LIHTC alternatives in Tifton. This comparable reported no vacancies and has more than 50 households on the waiting list. The low vacancy rates and presence of a lengthy waiting list at the most similar LIHTC comparables indicates demand in the local area for affordable housing.

Relative to The Groves, the Subject's property amenity package will be inferior, its in-unit amenity package will be inferior, with no washer/dryer included in the units, and its age will be slightly superior. The Subject's unit sizes will be slightly inferior to unit sizes at The Groves. Given the Subject's differences and similarities to The Groves, it is our opinion that the proposed rents can be attained, but will result in a moderate lease-up rate. Overall, given the strong occupancy rates of the comparables and reported 50 and 60 percent rents achieved at the most similar comparables, we believe the Subject's proposed 50 and 60 percent rents are achievable with upward potential as rent limits increase in the future.

#### **Analysis of "Market Rents"**

Per DCA's market study guidelines, "average market rent is to be a reflection of rents that are achieved in the market. In other words, the rents the competitive properties are currently receiving. Average market rent is not "Achievable unrestricted market rent." In an urban market with many tax credit comps, the average market rent might be the weighted average of those tax credit comps. In cases where there are few tax credit comps, but many market rate comparables with similar unit designs and amenity packages, then the average market rent might be the weighted average of those market rate comparables. In a small rural market there may be neither tax credit comparables nor market rate comparables with similar positioning as the subject. In a case like that the average market rent would be a weighted average of whatever rents were present in the market."

When comparing the Subject's rents to the average market rent, we have not included rents at lower AMI levels given that this artificially lowers the average market rent as those rents are constricted. Including rents at lower AMI levels does not reflect an accurate average rent for rents at higher income levels. For example, if the Subject offers 50 and 60 percent AMI rents and there is a distinct difference at comparable properties between rents at the two AMI levels, we have not included the 50 percent AMI rents in the average market rent for the 60 percent AMI comparison.

The overall average and the maximum and minimum adjusted rents for the market properties surveyed are illustrated in the table below in comparison with net rents for the Subject.



**SUBJECT COMPARISON TO "MARKET RENTS"**

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1 BR @ 50% AMI	\$317	\$259	\$725	\$472	33%
2 BR @ 50% AMI	\$330	\$299	\$875	\$569	42%
3 BR @ 50% AMI	\$416	\$351	\$925	\$682	39%
1 BR @ 60% AMI	\$400	\$259	\$725	\$472	15%
2 BR @ 60% AMI	\$445	\$299	\$875	\$569	22%
3 BR @ 60% AMI	\$525	\$351	\$925	\$682	23%

As illustrated in the previous table, the Subject’s proposed 50 and 60 percent rents are well below the surveyed average rents when evaluated against the LIHTC and market rate comparables. The Oaks at Carpenter is the most similar market rate property in terms of location and it also shares a similar condition as the Subject, and this property reported rents generally at the upper end of the range. The Subject’s unit amenities are similar to those at The Oaks at Carpenter, and the project amenities at the Subject are superior. The average vacancy rate among market rate units is low, and the Subject’s proposed LIHTC rents are well below the rents reported by the comparables that are of similar or slightly inferior condition.

Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer a substantial market rent advantage.

**9. LIHTC Competition – Recent Allocations within Two Miles**

Based on DCA’s allocation lists, and our interviews with Carl Fortson, Director of Development Services Department with the City of Tifton, there is currently one project planned to start construction in 2015. According to Mr. Fortson, the project named Groves Place, located at 2282 Rainwater Road, will consist of 56 LIHTC senior units. There will be a combination of one- and two-bedroom units at the property. Since this project will be age-restricted and the Subject will target families, the properties will compete for different renter households. As such, this property that is preparing to start construction will not compete with the Subject and is not considered as competitive supply in our demand analysis. There are currently no other LIHTC multifamily properties proposed for the Subject’s PMA. Additionally, there are no market rate properties proposed, planned, or under construction, or that have entered the market in 2013 or 2014 with rent levels that are competitive with LIHTC rent levels.

### 10. Rental Trends in the PMA

The following table is a summary of the tenure patterns of the housing stock in the PMA.

TENURE PATTERNS PMA				
Year	Owner-Occupied	Percentage	Renter-Occupied	Percentage
	Units	Owner-Occupied	Units	Renter-Occupied
2000	9,370	66.6%	4,692	33.4%
2010	9,083	61.2%	5,753	38.8%
2015	8,838	58.5%	6,282	41.5%
Projected Mkt Entry January 2017	8,846	58.4%	6,297	41.6%
2019	8,858	58.4%	6,322	41.6%

Source: ESRI Demographics 2015, Novogradac & Company LLP, May 2015

In 2015, approximately 58.5 percent of households in the PMA were owner-occupied, compared to 41.5 percent renter-occupied. Generally, this same distribution of owner to renter-occupied households in the PMA is expected to continue through the market entry date in 2017.

#### *Historical Vacancy*

The following table illustrates the historical vacancy at the comparable properties when available.

CHANGE IN VACANCY RATES								
Comparable Property	Type	Total Units	2QTR 2008	2QTR 2009	2QTR 2012	2QTR 2013	2QTR 2014	2QTR 2015
Magnolia Place	One-story	37	0.00%	0.00%	8.10%	2.70%	5.40%	0.00%
The Groves	Garden	96	0.00%	0.00%	0.00%	1.00%	5.20%	0.00%
Tiffany Square	Garden	46	2.20%	0.00%	N/A	N/A	N/A	0.00%
Tifton Estates	Single Family	34	N/A	N/A	8.80%	2.90%	2.90%	0.00%
Creekside Villas	Various	32	N/A	N/A	N/A	N/A	0.00%	0.00%
Cypress Suites	Garden	40	30.00%	10.00%	2.50%	8.30%	2.50%	5.00%
Regency Apartments	Garden	48	33.30%	N/A	N/A	N/A	N/A	0.00%
Sunnyside Apartments	One-story	72	0.00%	0.00%	N/A	N/A	6.90%	2.80%
The Oaks At Carpenter	Garden	36	N/A	31.20%	0.00%	0.00%	0.00%	5.60%
		<b>489</b>	<b>10.90%</b>	<b>6.90%</b>	<b>3.90%</b>	<b>3%</b>	<b>3.30%</b>	<b>1.70%</b>

As illustrated in the previous table, we have limited historical occupancy information for the comparable properties. Overall, it appears that the vacancies in the area have declined since 2008, during the national recession when employment in the market was trending downward.

*Change in Rental Rates*

The following table illustrates changes in rent at the comparable properties over the past year.

**RENT GROWTH**

<b>Comparable Property</b>	<b>Rent Structure</b>	<b>Rent Growth</b>
Magnolia Place	LIHTC	None
The Groves	LIHTC/Market	None
Tiffany Square	LIHTC	none
Tifton Estates	LIHTC/Market	Increased 3 to 4%
Creekside Villas	Market	None
Cypress Suites	Market	None
Regency Apartments	Market	See comments
Sunnyside Apartments	Market	None
The Oaks At Carpenter	Market	Increased 3%

One of the LIHTC comparables and one of the market rate comparables reported rent increases over the past year of approximately three to four percent. Three LIHTC comparables reported no change, and three market rate properties reported no change. The Subject’s one and three-bedroom rents at 50 percent of AMI are set equal to the maximum allowable levels, while the rents at 60 percent AMI and for two-bedroom units at 50 percent AMI are below maximum allowable levels. Given the limited amount of rent increases that occurred in the last year, we would not anticipate significant rent growth for the Subject in the foreseeable future. Rent growth of more than two percent annually would be considered somewhat aggressive for the Tifton market.

**11. Impact of Foreclosed, Abandoned and Vacant Structures**

According to RealtyTrac, one in every 1,970 housing units in Tift County had received foreclosure filings in March 2015. This compares to one in every 1,085 housing units in the state of Georgia, and one in every 1,082 housing units in the nation at the same time. It appears that the mortgage and foreclosure crisis has affected Tift County, although its foreclosure rate is lower than the state, and nation. During our site inspection, there did not appear to be any vacant or abandoned homes in the Subject’s neighborhood.

**12. Primary Housing Void**

All the comparables reported generally low vacancy rates and some of the LIHTC properties reported lengthy waiting lists. In addition, based on our review of general PMA occupancy, subsidized housing is also in high demand. The area has a moderate supply of conventional market rate or LIHTC apartment communities. The Tifton area has a significant supply of single family homes and mobile homes, but a moderate supply of modern apartment. It is our opinion that there is a limited supply of modern rental housing in the market, which the Subject will provide.

### **13. Affect of Subject on Other Affordable Units in Market**

The Subject will be similar to slightly superior to the LIHTC comparables. The stabilized LIHTC comparables all maintain low vacancy rates, indicating demand for good quality affordable units. The market rate units surveyed are also performing well. Additionally, all the LIHTC properties reported that they maintain a waiting list. Based on the Subject's low to moderate capture rates, which indicate strong demand for affordable housing, it is anticipated that the Subject will not have a negative long-term impact on affordable units in the market.

### **Conclusions**

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the proposed Subject. The Subject will be superior in terms of condition to the majority of the comparables and will in most cases have superior project amenities. The Subject's proposed 50 and 60 percent AMI rents represent good to excellent values and are achievable when compared to LIHTC and market rents. All of the LIHTC properties reported no vacancies, indicating high demand for affordable family housing. Overall, we believe there is demand for the Subject given its anticipated excellent condition, low to moderate capture rates, and generally competitive amenities and unit sizes.

## **I. ABSORPTION & STABILIZATION RATES**

**Stabilization/Absorption Rate**

Only one of the comparables utilized in this report was able to provide absorption information. Creekside Villas, which opened 32 market rate units in April 2014 that are priced well above the proposed LIHTC rents, did not provide lease-up details, but this property likely leased-up quickly as a second quarter 2014 survey of Tifton indicated the property was fully-occupied. The following table details absorption information for one market rate property we surveyed.

<b>ABSORPTION</b>					
<b>Property Name</b>	<b>Type</b>	<b>Tenancy</b>	<b>Year Built</b>	<b>Number of Units</b>	<b>Units Absorbed / Month</b>
Cypress Suites	Market	Family	2008	40	7

As illustrated, the absorption rate for the market rate units at Cypress Suites was seven units per month when the property opened in 2008, during the national recession. This equates to an absorption period of five to six months to achieve stabilized occupancy.

Note that a property not used in this report due to its age-restricted nature is West Haven Senior Village, which is north of the Subject site. This 40-unit senior LIHTC community opened in June 2011 and was fully occupied by the end of October 2011. This five month leasing period equates to an average absorption rate of eight units per months for this property.

Overall, we anticipate that the Subject will absorb approximately nine to 10 units per month, for an absorption period of approximately five months. It should be noted that per DCA guidelines, absorption has been calculated to 93 percent occupancy.

## **J. INTERVIEWS**

### **Georgia Department of Community Affairs, Waycross Office**

We spoke with Patrick McNally, Section 8 Office Director for the Georgia Department of Community Affairs (DCA) Waycross Section 8 Department, to gather information pertaining to the use of Housing Choice Vouchers in Tift County. Mr. McNally reported that the DCA distributes approximately 120 vouchers that are utilized in Tift County, and all are in use. In addition, there is currently a waiting list for voucher assistance. The payment standards for the one, two, and three-bedroom units are \$518, \$609 and \$771, respectively. The Subject's 50 percent AMI rents and the three-bedroom 60 percent AMI rent are below the local Tift County payment standards, meaning households with a voucher would be eligible to reside in these units at the Subject with no additional out of pocket costs. The one and two-bedroom rents at 60 percent AMI are above current payment standards, meaning these units would not be available to those with a voucher without additional expense for the renter.

### **Planning and Development**

We spoke with Carl Fortson, the Director of Development Services Department with the City of Tifton, who noted there is currently one project planned to start construction in 2015. According to Mr. Fortson, the project, Groves Place at 2282 Rainwater Road, will consist of 56 LIHTC senior units for those age 55 and older. Mr. Fortson was unaware of the unit breakdown at the property. This property will be adjacent to an existing family property used as a comparable in this report – The Groves. Since this new property will target seniors, it is not considered competitive with the Subject. As such, it is not included as competitive supply in our demand calculations. There have been no additional projects planned or proposed thus far in 2015.

### **Expansions/Contractions**

We spoke with Chris Beckham, Communications Director for Tifton-Tift County Chamber of Commerce, who provided information regarding business expansion and contraction in the local area. According to Mr. Beckham, the following expansions are underway in the county:

- American Textile Company; a manufacturer of mattress/pillow protectors, bed pillows, and mattress pads; broke ground in January 2014 on its second manufacturing facility in Tifton. The company is expected to increase total employment by 200 positions over the next 18 months.
- Heatcraft Refrigeration Products, a manufacturer of commercial refrigeration products, hired 50 new employees in 2013 and is expected to hire another 50 employees by the end of 2014.

Mr. Beckham reported that there have not been any major layoffs over the past several years. The most recent large layoffs occurred in 2007 and 2008. According to the Georgia Department of Labor's Worker Adjustment and Retraining Notification (WARN) filings, no business closures or layoffs were reported between 2012 and YTD 2015.



## **K. CONCLUSIONS AND RECOMMENDATIONS**

**CONCLUSIONS**

- The Subject is located in Tifton, in Tift County, Georgia. The population in the PMA is anticipated to remain relatively unchanged through 2017 and households will grow slightly. More than two-thirds of the households in the PMA have annual earnings below \$40,000. The Subject will target households earning between \$15,703 and \$34,020, and should receive significant support from renters with incomes between these levels.
- The largest industries in the PMA are health care/social assistance, retail trade, educational services, and manufacturing. Together, these four industries comprise half of the employment in the PMA. The MSA experienced a significant decrease in total employment between 2006 and 2011, when unemployment increased to more than 12 percent over this period. The recent decreases in 2013 and 2014 in employment suggests that the local economy has been slow to recover from the national recession. Total employment in the MSA remains well below pre-recession levels. The unemployment rate in the MSA has remained above the nation since 2005. As of December 2014, the unemployment rate in the MSA was two percentage points above that of the nation. However, the MSA experienced a moderate decrease in unemployment of 1.1 percentage points between March 2014 and March 2015, indicating slight improvement in economic conditions.
- The Subject’s capture rate for its 50 percent AMI units is 3.1 percent, while the 60 percent AMI units are 11.3 percent. The Subject has an overall capture rate of 11.1 percent. This is also supported by the low vacancy rates at the stabilized comparables. Therefore, we believe there is adequate demand for the Subject.
- Only one of the comparables utilized in this report was able to provide absorption information. Creekside Villas, which opened 32 market rate units in April 2014 that are priced well above the proposed LIHTC rents, did not provide lease-up details, but this property likely leased-up quickly as a second quarter 2014 survey of Tifton indicated the property was fully-occupied. The following table details absorption information for one market rate property we surveyed.

**ABSORPTION**

Property Name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Cypress Suites	Market	Family	2008	40	7

As illustrated, the absorption rate for the market rate units at Cypress Suites was seven units per month when the property opened in 2008, during the national recession. This equates to an absorption period of five to six months to achieve stabilized occupancy.

Note that a property not used in this report due to its age-restricted nature is West Haven Senior Village, which is north of the Subject site. This 40-unit senior LIHTC community opened in June 2011 and was fully occupied by the end of October 2011. This five month leasing period equates to an average absorption rate of eight units per months for this property.

Overall, we anticipate that the Subject will absorb approximately nine to 10 units per month, for an absorption period of approximately five months. It should be noted that per DCA guidelines, absorption has been calculated to 93 percent occupancy.

- Vacancy rates in the market range from zero to 5.6 percent, averaging 1.4 percent. The LIHTC comparable properties have no vacancies. The market rate comparables we surveyed have vacancy rates ranging from zero percent to 5.6 percent. The average market rate vacancy rate is 2.4 percent, indicating a stable market for market rate units. Further, all of the LIHTC comparables maintain waiting lists.

The Subject will be similar to superior to the market rate and LIHTC properties in terms of age and condition. Thus, we believe that the Subject will have a stabilized vacancy rate of five percent or less as a restricted property.

- Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the proposed Subject. The Subject will be superior in terms of condition to the majority of the comparables and will in most cases have superior project amenities. The Subject's proposed 50 and 60 percent AMI rents represent good to excellent values and are achievable when compared to LIHTC and market rents. All of the LIHTC properties reported no vacancies, indicating high demand for affordable family housing. Overall, we believe there is demand for the Subject given its anticipated excellent condition, low to moderate capture rates, and generally competitive amenities and unit sizes.

## **Recommendations**

We recommend the developer consider adding washer and dryer in each unit as a way to improve long-term marketability and allow the Subject to better compete with The Groves in terms of unit amenities, as this property includes a washer and dryer in each unit. Even without this suggested change to improve long-term marketability, as currently proposed the Subject is supportable.

## **L. SIGNED STATEMENT REQUIREMENTS**

I affirm that I (or one of the persons signing below) have made a physical inspection of the market area and the subject property and that information has been used in the full study of the need and demand for the proposed units. To the best of my knowledge, the market can support the project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with the ownership entity and my compensation is not contingent on this project being funded.



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H. Blair Kincer MAI, CRE  
*LEED Green Associate*  
Partner



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Ed Mitchell  
Manager



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Brian Gault  
Real Estate Analyst



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Ben Adams  
Real Estate Researcher



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Sterling Battle  
Real Estate Researcher

## **M. MARKET STUDY REPRESENTATION**

Novogradac & Company LLP states that DCA may rely on the representation made in the market study provided and this document is assignable to other lenders that are parties to the DCA loan transaction.



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H. Blair Kincer MAI, CRE  
*LEED Green Associate*  
Partner



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Ed Mitchell  
Manager



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Brian Gault  
Real Estate Analyst



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Ben Adams  
Real Estate Researcher



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Sterling Battle  
Real Estate Researcher

## **N. QUALIFICATIONS**



# STATEMENT OF PROFESSIONAL QUALIFICATIONS

## H. BLAIR KINCER, MAI, CRE

### I. Education

Duquesne University, Pittsburgh, Pennsylvania  
Masters in Business Administration  
Graduated Summa Cum Laude

West Virginia University, Morgantown, West Virginia  
Bachelor of Science in Business Administration  
Graduated Magna Cum Laude

### II. Licensing and Professional Affiliation

Member of the Appraisal Institute (MAI)  
Member, The Counselors of Real Estate (CRE)  
LEED Green Associate  
Member, National Council of Housing Market Analysts (NCHMA)  
Past Member Frostburg Housing Authority

Certified General Real Estate Appraiser, No. RCG1046 – State of Connecticut  
Certified General Real Estate Appraiser, No 4206 – State of Kentucky  
Certified General Real Estate Appraiser, No. 1326 – State of Maryland  
Certified General Real Estate Appraiser, No. GA-805 – State of Mississippi  
Certified General Real Estate Appraiser, No. 46000039124 – State of New York  
Certified General Real Estate Appraiser, No. A6765 – State of North Carolina  
Certified General Real Estate Appraiser, No. GA001407L – Commonwealth of Pennsylvania  
Certified General Real Estate Appraiser, No. 5930 – State of South Carolina  
Certified General Real Estate Appraiser, No. 3918 – State of Tennessee  
Certified General Real Estate Appraiser, No. 4001004822 – Commonwealth of Virginia  
Certified General Real Estate Appraiser, No. 1101008 – State of Washington  
Certified General Real Estate Appraiser, No. CG360 – State of West Virginia  
Certified General Real Estate Appraiser, No. 1081 – State of Wyoming

### III. Professional Experience

*Partner*, Novogradac & Company LLP  
*Vice President*, Capital Realty Advisors, Inc.  
*Vice President - Acquisitions*, The Community Partners Development Group, LLC  
*Commercial Loan Officer/Work-Out Specialist*, First Federal Savings Bank of Western MD  
*Manager* - Real Estate Valuation Services, Ernst & Young LLP  
*Senior Associate*, Joseph J. Blake and Associates, Inc.  
*Senior Appraiser*, Chevy Chase, F.S.B.  
*Senior Consultant*, Pannell Kerr Forster

#### **IV. Professional Training**

Have presented at and attended various IPED and Novogradac conferences regarding the affordable housing industry. Have done presentations on the appraisal and market analysis of Section 8 and 42 properties. Have spoken regarding general market analysis topics.

Obtained the MAI designation in 1998 and maintained continuing education requirements since. Completed additional professional development programs administered by the Appraisal Institute in the following topic areas:

- 1) Valuation of the Components of a Business Enterprise
- 2) Valuation of Sustainable Buildings

#### **V. Real Estate Assignments – Examples**

In general, have managed and conducted numerous market analyses and appraisals for all types of commercial real estate since 1988.

- Performed numerous appraisals for the US Army Corps of Engineers US Geological Survey and the GSA. Property types included Office, Hotel, Residential, Land, Gymnasium, warehouse space, border patrol office. Properties located in varied locations such as the Washington, DC area, Yuma, AZ, Moscow, ID, Blaine, WA, Lakewood, CO, Seattle, WA
- Performed appraisals of commercial properties such as hotels, retail strip centers, grocery stores, shopping centers etc for properties in various locations throughout Pennsylvania, New Jersey, Maryland, New York for Holiday, Fenoglio, Fowler, LP and Three Rivers Bank.
- Have managed and conducted numerous market and feasibility studies for affordable housing. Properties are generally Section 42 Low Income Housing Tax Credit Properties. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of LIHTC properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis. An area of special concentration has been the category of Senior Independent living properties. Work has been national in scope.
- Provided appraisal and market studies for a large portfolio of properties located throughout the United States. The reports provided included a variety of property types including vacant land, office buildings, multifamily rental properties, gas stations, hotels, retail buildings, industrial and warehouse space, country clubs and golf courses, etc. The portfolio included more than 150 assets and the work was performed for the SBA through Metec Asset Management LLP.
- Have managed and conducted numerous appraisals of affordable housing (primarily LIHTC developments). Appraisal assignments typically involved determining the as is, as if complete and the as if complete and stabilized values. Additionally, encumbered (LIHTC) and unencumbered values were typically derived. The three traditional approaches to value

## **H. Blair Kincer**

### **Qualifications**

**Page 3**

are developed with special methodologies included to value tax credit equity, below market financing and Pilot agreements.

- Performed numerous appraisals in 17 states of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing program. These appraisals meet the requirements outlined in HUD Handbook 4465.1 and Chapter 7 of the HUD MAP Guide.
- Performed numerous market study/appraisals assignments for USDA RD properties in several states in conjunction with acquisition rehabilitation redevelopments. Documents are used by states, FannieMae, USDA and the developer in the underwriting process. Market studies are compliant to State, FannieMae and USDA requirements. Appraisals are compliant to FannieMae and USDA HB-1-3560 Chapter 7 and Attachments.
- Completed numerous FannieMae appraisals of affordable and market rate multi-family properties for Fannie DUS Lenders. Currently have ongoing assignment relationships with several DUS Lenders.
- In accordance with HUD's Section 8 Renewal Policy and Chapter 9, Mr. Kincer has completed numerous Rent Comparability Studies for various property owners and local housing authorities. The properties were typically undergoing recertification under HUD's Mark to Market Program.
- Completed Fair Market Value analyses for solar panel installations, wind turbine installations, and other renewable energy assets in connection with financing and structuring analyses performed by various clients. The clients include lenders, investors, and developers. The reports are used by clients and their advisors to evaluate certain tax consequences applicable to ownership. Additionally, the reports have been used in the ITC funding process and in connection with the application for the federal grant identified as Section 1603 American Recovery & Reinvestment Act of 2009.

# STATEMENT OF PROFESSIONAL QUALIFICATIONS

## EDWARD R. MITCHELL

### I. Education

Master of Science – Financial Planning  
University of Alabama, Tuscaloosa, Alabama

Graduate Certificate (Half Master's) Conflict Management, Negotiation, and Mediation  
University of Alabama, Tuscaloosa, Alabama

Bachelor of Science – Human Environmental Science  
University of Alabama, Tuscaloosa, Alabama

Associate of Arts – Real Estate Management  
San Antonio College, San Antonio, Texas

### II. Work History

Manager - Valuation; Novogradac & Company LLP; Atlanta, Georgia  
Senior Real Estate Analyst; Novogradac & Company LLP; Atlanta, Georgia  
Senior Appraiser; Valbridge Property Advisors; Atlanta, Georgia  
Managing Partner; Consolidated Equity, Inc.; Atlanta, Georgia and Jacksonville, Florida  
Senior Appraiser; Schultz, Carr, Bissette & Associates; Atlanta, Georgia  
Disposition Manager; Resolution Trust Corporation (RTC); San Antonio & Dallas, Texas

### III. Relevant Experience

- Managed and prepared market studies and appraisals throughout the U.S. for proposed family and senior Low-Income Housing Tax Credit (LIHTC), market rate, HOME financed, USDA Rural Development, and HUD subsidized properties.
- Managed and prepared HUD rent comparability studies (RCS).
- Performed HUD MAP Quality Control market study and appraisal reviews.
- Over 20 years' experience in real estate appraisal, investment, development, and construction. Past appraisal assignments include all types of vacant and improved commercial property and special use properties such as rail corridors, Right-of-Way projects, and recycling plants.

### IV. Licensure

- State Certified General Real Property Appraiser (Georgia)
- Licensed Real Estate Salesperson (Georgia)
- Appraisal Institute – Candidate for Designation

# **STATEMENT OF PROFESSIONAL QUALIFICATIONS**

## **BRIAN GAULT**

### **I. Education**

Ohio University, Athens, Ohio  
Bachelor of Science in Journalism, Certification in Environmental Studies

### **II. Professional Experience**

Real Estate Analyst, Novogradac & Company LLP, August 2014 – Present  
Vice President/Project Director, Vogt Santer Insights, July 2010 – June 2014  
Project Director/Director of Southeast Operations, VWB Research, October 2002 – June 2010  
Field Analyst/Project Director, Danter Company, February 2000 – October 2002

### **III. Research Assignments**

A representative sample of Due Diligence, Consulting, or Valuation Engagements includes:

- Authored more than 1,500 market feasibility studies or letters for affordable, market rate and student rental housing. These reports have been utilized by developers, syndicators, state housing finance agencies, and lenders to assist in the financial underwriting, planning and design of rental properties. Analysis typically includes: unit mix determination, demand estimation, rental rate analysis, competitive property evaluation and overall market feasibility analysis.
- Completed field research for more than 200 projects in more than 40 states while employed in the industry.
- Interviewed, trained, and coordinated staff of seven to nine field analysts working nationwide while with previous employers.
- Experienced in data collection for commercial space used in retail, office or overall commercial space analyses.

# **STATEMENT OF PROFESSIONAL QUALIFICATIONS**

## **Sterling Battle**

### **I. Education**

The University of South Florida, Tampa, FL  
Bachelor of Science degree in Finance

### **II. Professional Experience**

Real Estate Researcher, Novogradac & Company LLP, September 2014 – Present  
Real Estate Research Intern, Framework Group Development LLC, September 2013- September 2014

### **III. Research Assignments**

A representative sample of Due Diligence, Consulting, or Valuation Engagements includes:

- Assisted numerous market and feasibility studies for family and senior affordable housing. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of market-rate and Low-Income Housing Tax Credit (LIHTC) properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis.
- Assisted with numerous appraisals of new construction and existing LIHTC and market-rate properties.

# **STATEMENT OF PROFESSIONAL QUALIFICATIONS**

## **BEN ADAMS**

### **I. Education**

Otterbein University, Westerville, Ohio  
Master of Business Administration, Concentration in Operations Research  
Bachelor of Arts; Major: Economics; Minors: Mathematics, Environmental Studies

### **II. Professional Experience**

Real Estate Researcher, Novogradac & Company LLP, April 2015 – Present  
Market Analyst, Bowen National Research, June 2012-August 2013  
Property Management, Kaufman Development, 2013

### **III. Research Assignments**

A representative sample of Due Diligence, Consulting, or Valuation Engagements includes:

- Assisted numerous market and feasibility studies for family and senior affordable housing. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of market-rate and Low-Income Housing Tax Credit (LIHTC) properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis.
- Assisted with numerous appraisals of new construction and existing LIHTC and market-rate properties.
- Performed all aspects of data collection and data mining for web-based rent reasonableness systems for use by local housing authorities.